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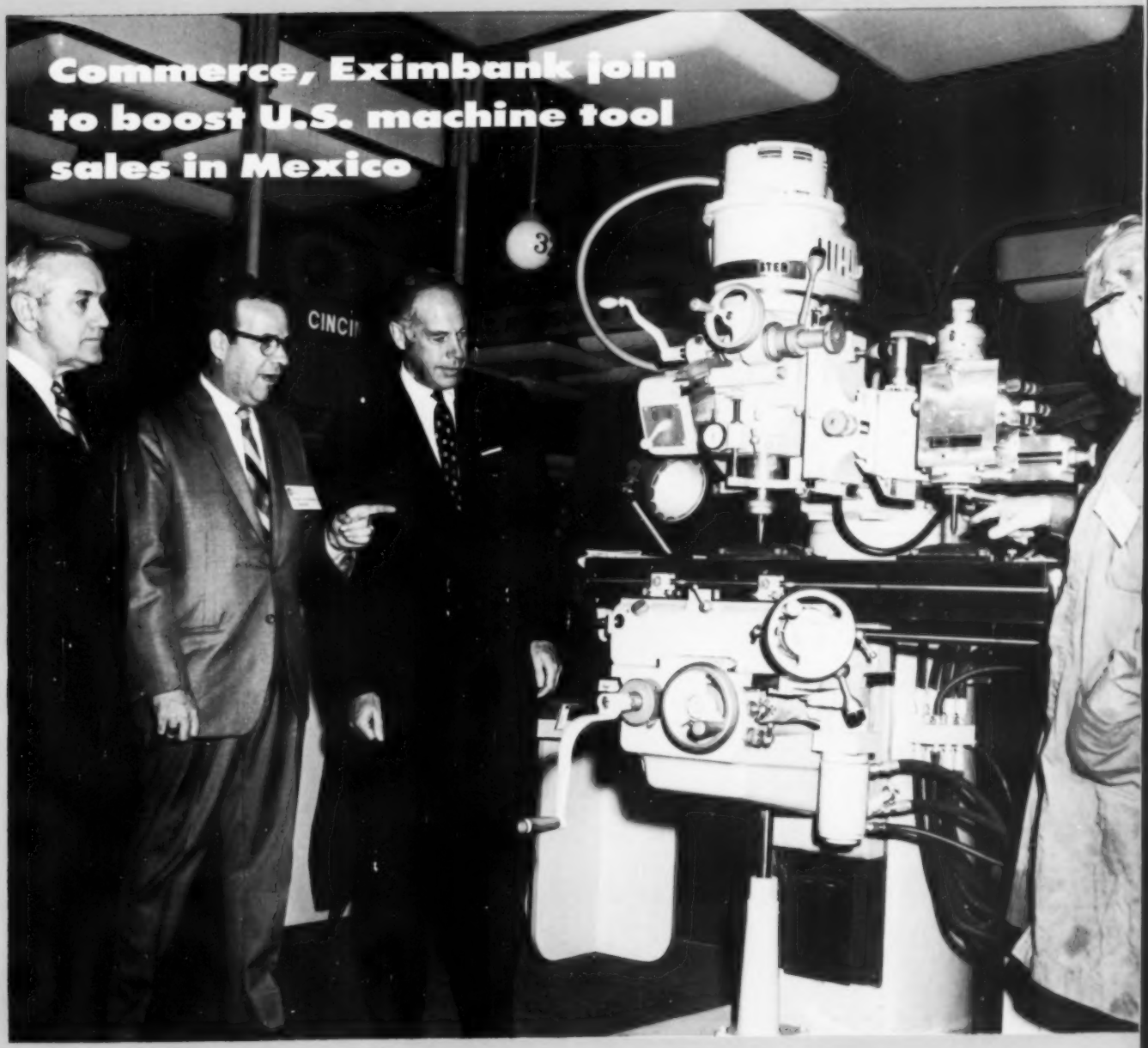

Commerce, Eximbank join to boost U.S. machine tool sales in Mexico

International Trade Winds Newsletter

Company News

COIN-OPERATED EQUIPMENT—Bally Manufacturing Corp., New York, producer and distributor of coin-operated amusement and gaming equipment, has acquired its independently-owned Belgian distributor Bally Continental, Ltd. Headquartered in Antwerp, Belgium, Bally Continental became associated with the U.S. firm in 1957 and soon became a leading European distributor of its equipment. The Belgian operations will soon be expanded when construction of new facilities begins next year.

COMPUTER PROGRAMMING—Applied Data Research, Inc., Princeton, N.J., a computer software and service company, will acquire Systematik AB, a Stockholm-based computer software and service company. Systematik specializes in marketing and programming and has served as Applied Data's marketing representative in Scandinavia since 1968; current plans call for it to expand into West Germany. Applied Data will continue to be represented in France, Switzerland, Belgium, Holland and the United Kingdom by Paris-based Centre D'Analyze et de Programmation.

ELECTRONICS—Texas Instruments of Dallas, an electronics company, is establishing a geophysical data center in Singapore, located near the firm's semi-conductor plant at the Kallang Basin industrial park. The firm also announced plans to open a semiconductor plant in Taiwan in which it will employ part of its Singapore staff of 1,400 to train the Taiwan crews.

VENDING MACHINES—Hayden, Stone International, S.A., is participating with Hambros Bank, Banque de Paris et Pay-Bas, General Shopping S.A. of Luxembourg and Banque Gonet in investing $1.7 million to acquire a 45% interest in Eurovend, a European vending machine company. Eurovend, which supplies in-plant vending and catering facilities for factories and offices in Belgium, France, Germany and the United Kingdom, will become Europe's first multi-national vending machine operation. Eurovend is forecasting sales of $20 million a year by 1972 and is planning to expand into The Netherlands and other industrial nations within a short time. Hayden, Stone is affiliated with Hayden, Stone Inc. of New York.

Three between-show promotions in August at the Tokyo U.S. Trade Center brought in about 4,000 trade visitors and 12-month sales projections of $4.4 million. Exhibitors and product themes were: Yamataka-Honeywell, showing automated control devices for air-conditioning high rise apartments and underground arcades; Digital Equipment Corp., with a computer equipment seminar, and Muromachi Kagaku, representing 13 U.S. firms, presenting displays and a seminar on materials for semi-conductors,printed circuits.

The versatility of the Tokyo U.S. Trade Center was demonstrated during a week in September when the Rikei Trading Co. put on its third electronics show of production and test equipment by 21 U.S. makers, and Rocke International staged a water quality monitoring system exhibition. It was Rikei on the first floor, drawing 1,180 invited visitors from the Japanese electronics industry, and Rocke on the second floor, holding discussions with 115 lab technicians and water engineers. No sooner had these special events closed than the North Carolina Trade Mission arrived and used the Center's lounge for three days.

An influence on the growth of U.S. foreign trade that is often overlooked is the steadily growing number of foreign students in the U.S. The total, which has climbed every year since the Institute of International Education began recording it in 1954, reached 133,500 in the past academic year. Among these future leaders in their homelands now being exposed to U.S. products and processes, 21% are in engineering and another 11% in business administration.

Your city may be on the fall list for seminars aimed at new-to-export firms by a three-sided sponsoring team. Commerce Department's Field Offices handle leadership and program, the Small Business Administration takes care of invitations and mailings, and local private organizations look after the "housekeeping." Sioux Falls, Milwaukee, San Jose, Kansas City, Pittsburgh, Denver, Boston, Wilmington, San Francisco, Chicago and Anaheim will have sessions for the export newcomers in these fall weeks.

Once again, a group of U.S. exhibitors in the traditional fall Izmir International Fair in Turkey will have a second exposure to Turkey's buyers. Following a pattern set in 1967 and 1968, some of the 42 representatives of U.S. manufacturers at Izmir picked up their display items and will get together under U.S. auspices for a repeat show in Ankara Nov. 11-15.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

A Cincinnati Milling & Grinding Machines, Inc. representative explains the operations of his firm's Contourmaster tool and die machine to Harold B. Scott, Director of the Commerce Department's Bureau of International Commerce, and R. Alex McCullough (left), who is on Eximbank's board. The Ohio firm was one of 52 exhibiting U.S. companies at EXPO-MAQ, a September U.S. exhibition of advanced machine tools at Mexico City. A story on Commerce-Eximbank cooperation at EXPO-MAQ is on page 2, and an article by McCullough on current Eximbank programs for U.S. exporters is on page 5.

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International Commerce

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Mexico City machinery show success had four-sided base

Sponsoring Commerce Department, 52 exhibiting firms had assistance of Eximbank, engineering society

A four-way cooperative effort bringing together Government trade promotion specialists, Government financing officers, a major professional society and export-minded U.S. companies paid off in $1.4 million in sales in Mexico City last month.

EXPO-MAQ, a U.S. Department of Commerce sponsored exhibition of advanced machine tools was organized by commercial exhibition specialists and assisted with a credit from the Eximbank which also provided the services of several loan officers. The American Society of Tool and Manufacturing Engineers (ASTME) developed and managed an accompanying technical congress and 52 U.S. manufacturers were represented by 43 exhibitors.

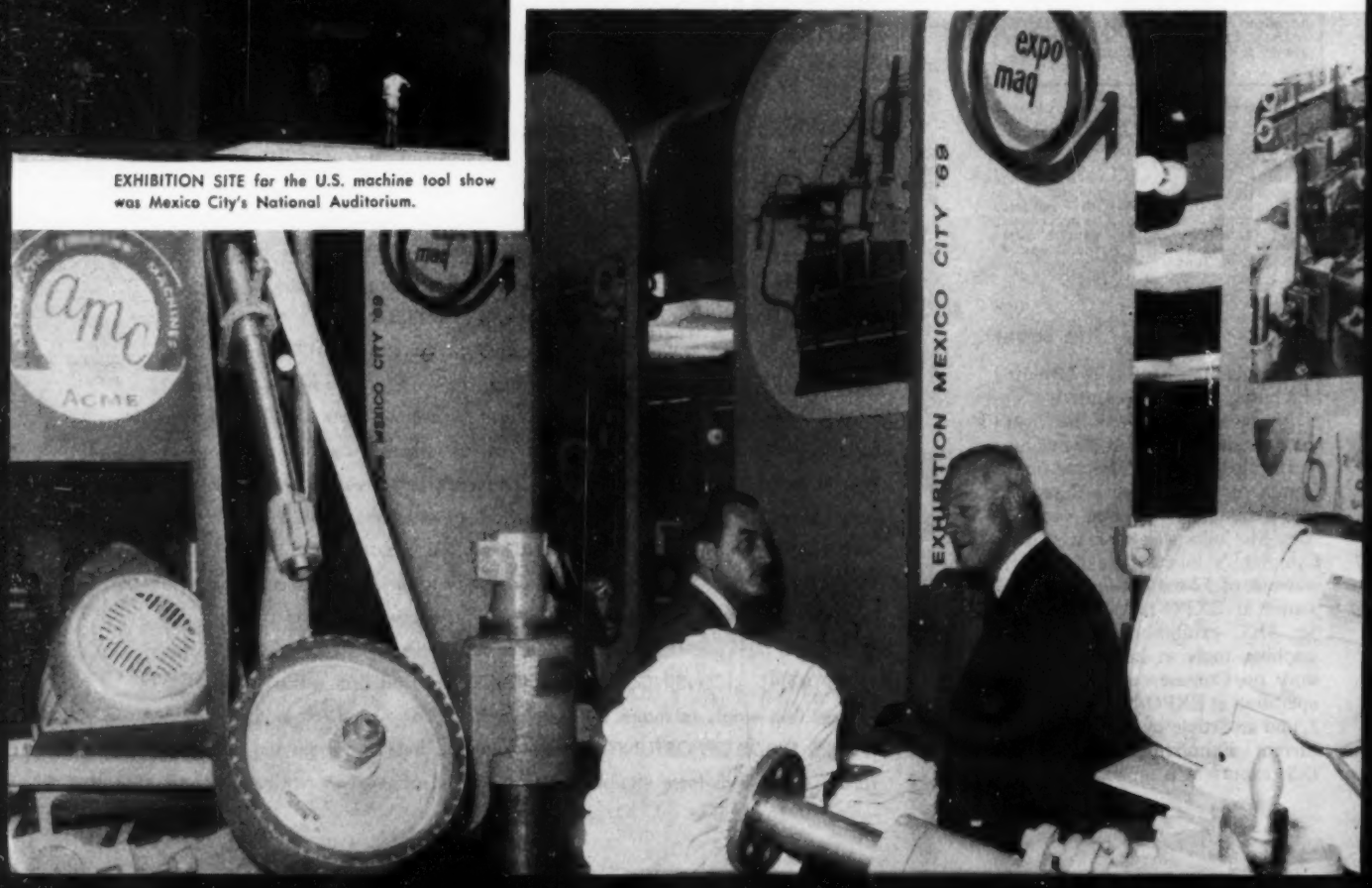
When the doors closed Sept. 26 on EXPO-MAQ after an eight-day run, orders totaling $1.4 million were on the books and prospects for the coming 12-month period were forecast at more than $3.7 million with reports from two of the exhibitors still outstanding.

To aid in promoting the sale of U.S. goods at EXPO-MAQ, the Eximbank authorized a $3 million credit in favor of four Mexican lending institutions. By the close of the exhibition, more than $1.8 million in loans had been finalized, and Exim officials were reporting that they anticipate the full credit will be utilized, based on loan applications which have been submitted.

The four lending institutions authorized by Exim for this show are: Financiera Banamex, S.A.; Financiera Bancomer, S.A.; Cia General de Aceptacions, S.A.; and Financiera Comermex.

EXHIBITION SITE for the U.S. machine tool show was Mexico City's National Auditorium.

VISIT BY U.S. AMBASSADOR ROBERT H. McBRIDE was a highlight of the EXPO-MAQ show. Here the display of the Acme Machinery Co., Detroit, is explained to him by the company's local representative, a member of the firm of Adas, S.A., of Monterrey, Mexico. A total of 52 U.S. manufacturers sent advanced machine tools to Mexico City for the exhibition and made $1.4 million in floor sales.



CROWDS AT THE EXHIBITION'S TECHNICAL CONGRESS provided an enthusiastic give-and-take in the question periods. The Mexican-North American Conference on Manufacturing Engineering was developed to coincide with EXPO-MAQ by the American Society of Tool and Manufacturing Engineers. Harold B. Scott, Director of Commerce Department's Bureau of International Commerce, addressed one session, noting Mexican technical gains.

These institutions will be able to lend up to 90% of the equipment's contract price, while the remaining 10% will be paid in cash.

On hand at the exhibition to provide financing information were several Eximbank officials, Paul T. Haskell, vice president of the Foreign Credit Insurance Association, and an advisor from the First National City Bank of New York.

Registered attendance for the exhibition which opened Sept. 18, reached 5,695.

Nine of the 14 exhibitors who were entering the Mexican market for the first time used the show as a vehicle for contacting prospective agents and distributors. Eleven new representatives were appointed prior to the exhibition's close, and 22 candidates were still negotiating at its close.

In the sales columns, 30 of 33 U.S. manufacturers who reported floor sales indicated they were "substantial", and 32 of all the participating firms report fully completing their primary marketing objectives.

Grinding machines and fixtures proved profitable for F. Richard International, Ridgewood, N.J. which represented another client. This firm's floor sales totaled $285,000 and projections for the coming year are now set at $750,000.

Warner & Swasey of Cleveland displaying advanced automatic equipment in-

ASTME assists in EXPO-MAQ congress

The Mexican-North American Conference on Manufacturing Engineering Congress, organized jointly by the American Society of Tool and Manufacturing Engineers (ASTME) and the U.S. Department of Commerce, accompanied EXPO-MAQ. The congress held ten sessions that recorded an attendance of 1,826 among technicians, engineers and managers in related areas of manufacturing engineering.

The sessions were on Manufacturing Management, Precision Casting, Production Control, Metrology and Finishing, Computers, Metal Cutting Techniques, Product Planning, Tool Selection, Numerical Control and Tooling Design. The first session drew the largest audience of 310 delegates.

Each session was headed by a Mexican chairman who would introduce the three or four speakers on the agenda and function as moderator for the following question and answer period. Although sessions were scheduled for full three-hour periods, such lively interest was shown in the topics that meetings often ran overtime.

Harold B. Scott, Director of the Commerce Department's Bureau of International Commerce, congratulated the Mexican participants in the Congress noting that 25% of the technical papers delivered in the sessions were presented by representatives of Mexico's industry.

Harold J. Rosengrens and Leonard Abrams, both with the main ASTME office in Dearborn, Mich., were responsible for most of the effort in organizing, developing and managing the congress.

The only requirements for attendance at the sessions were pre-registration for EXPO-MAQ and an interest in manufacturing engineering and its related fields. EXPO-MAQ marked the first time ASTME has cooperated in a joint effort involving a government-sponsored exhibition and a related, mainly privately organized conference.

ASTME has a world membership of 45,000 in 34 nations, including the U.S., Canada, Brazil, Japan, the Philippines and Mexico.

cluding an automatic chucking machine, signed a new agent and wrote $200,000 in immediate show orders and is projecting an additional $200,000 in sales over the next 12 months.

Colt Industries/Elox Inc. Division, Troy, Mich., reported $50,000 in floor orders of its electrical discharge machines, grinders, and power suppliers. An additional $200,000 is anticipated for sales during the next year.

Exhibiting in a Commerce-sponsored show for a first time, Avnet-Shaw Division of Avnet, Inc., Plainview, N.Y., is estimating $120,000 in projected sales and reports $35,000 in floor orders for its diecasting, plastic injection molding and process casting machines.

Company list

Other U.S. exhibitors at EXPO-MAQ were: Acme Manufacturing Co., Detroit; Brown & Sharpe Mfg. Co., North Kingston, R.I.; The Cammann Mfg. Co., Inc., Bay Village, Ohio; Cincinnati Milling & Grinding Machines, Inc., Cincinnati; Collins Machinery Corp., Monterey Park Calif.; Dugas Machine Works, Inc., Dallas; The du Mont Corp., Greenfield, Mass.; Fastener Engineers, Inc., Rockford, Ill.; Fenway Machine Co., Philadelphia; Giddings & Lewis Machine Tool Co., Fond du Lac, Wis.

H & H Industries, Inc., Dayton; Hammond Machinery Builders, Inc., Kalamazoo, Mich.; Hartford Special Machinery Co., Simsbury, Conn.; The Herald Machine Co., Worcester, Mass.; Houdaille International, Schiller Park, Ill.; Howell Penncraft, a Teledyne Co., Farmington, Mich.; Huth Mfg. Corp., Studio City, Calif.; International Amarex Inc., Chicago; Kennametal International, S.A., Latrobe, Pa.; Kysor Industrial Corp., Cadillac, Mich.

Landis Machine Co., Waynesboro, Pa.; Micro-Poise Engineering and Sales Co., Wixom, Mich.; Minister Machine Co., Minister, Ohio; Moog Inc., Hydra-Point Div., Buffalo, New York; Norton International, Inc., Worcester, Mass.; Pneumatic Drop Hammer Co., Braintree, Mass.; Racine Hydraulics, Racine, Wis.; Reed Rolled Thread Die Co., Holden, Mass.; Rico Machine Co., Inc., Bristol, R.I.; Rockwell Mfg. Co., Pittsburgh.

Joseph T. Ryerson & Son, Inc., Chicago; Sin Par Automotive Div., Singer Products, Co., Inc., New York; Speedlap Trading Co., Des Plaines, Ill.; L. S. Starrett Co., Athol, Mass.; Superior Electric Co., Bristol, Conn.; Telco/Jarvis Corp., Middletown, Conn.; Universal Automatic Corp., Des Plaines; Wheelabrator Corp., Mishawaka, Ind.; W. A. Whitney International, Rockford, Ill.

MEXICO'S SECRETARY OF INDUSTRY AND COMMERCE Octaviano Campos Salas, second right, talks with Fred Krafft of Hammond Machinery Builders of Kalamazoo, Mich., and a Hammond local agent.

A SALE IS MADE by Ernesto Gimbel (above) of Gimbel, S.A., signing a contract for a Sin Par machine. The Hartford Special Machinery Co., Simsbury, Conn., displayed a wire drawing machine (below).

Eximbank offers 12-point program to aid U.S. goods, services exports

Institution's official explains plans in Mexico City while attending Commerce EXPO-MAQ machine tool show there

By R. ALEX McCULLOUGH
Director, Export-Import Bank of the United States

We believe the Eximbank has within its programs and facilities, the capability of providing the financial support necessary to bring about a far greater worldwide distribution of United States goods and services.

Let me emphasize the positive approach being taken to support export financing of United States goods and services. The attitude at Eximbank is to find some way to do business; not just to follow fixed routines.

Here are some of the new or improved programs we are using:

1. **Joint Financing.** In order to provide the greatest possible appropriate assistance in export financing, Eximbank has initiated a program to achieve the greatest possible participation of commercial banks with Eximbank direct loans as a substitute for 100% of the funds coming from Eximbank. The mix can be negotiated with flexible proportions for three purposes: (a) to broaden the resources available for export credits; (b) to assure U.S. participation in a project where the lack of U.S. Government financial support might preclude the sale; and, (c) to produce a competitive effective rate to the borrower with a minimum call on Eximbank's resources. Of course a salutary side benefit is the resulting increase in the cooperation between Eximbank and private financial institutions.

2. **Expanded Use of Guarantee Authority.** The increased use of Eximbank's guarantees of commercial bank loans has encouraged banks to make more export credit available. Also, it again demonstrates the principle of supplementing rather than competing with private capital. Where the costs of guaranteed commercial bank loans might jeopardize the sale of exports, joint financing arrangements can be arranged between Eximbank and a commercial bank.

3. **Guarantees for Foreign Financial Institutions.** Our guarantee authority has now been extended to cover loans issued by foreign financial institutions for the purchase of United States goods and services. This places Eximbank services more convenient to the customer in the world market place. Specific provisions of this program, of course, prohibit competition with private U.S. sources of financing.

4. **Foreign Credit Insurance Association.** Expanded use of this available insurance to reduce risks in the movement of exports should greatly increase the incentive to export. A number of changes were instituted last year to increase the usefulness of the Foreign Credit Insurance Association. At the present time additional proposals are being studied to make FCIA even more effective.

5. **Engineering, Planning and Feasibility Studies.** Eximbank will now provide financing support for the exporting of engineering, planning and feasibility study services to develop capital projects. Since detailed engineering and construction services customarily follow the nationality of the planners, we consider it desirable for United States firms to participate in initial planning of projects.

6. **Advance Commitments.** Eximbank is preparing regulations in the area of guarantees and insurance to guide exporters and commercial banks so that bids can be made with the assurance of Eximbank participation. This program is being set up in recognition that exporters are increasingly required to include terms for financing in their proposals on capital projects and in the export of big ticket items. An exporter with meaningful assurance of financing support is also enabled to move more expeditiously against competition.

7. **Expanded Use of Relending Authority.** By providing foreign financial institutions with funds to subloan for the purchase of United States products, Eximbank is trying to go directly to the market. This program is being implemented on a selective basis. An example of its use is demonstrated by the relending line extended to four Mexican financial institutions in connection with the Machine Tool Exhibit here. Thus, the relending line becomes an on-the-spot salesman for U.S. goods. Many other opportunities can be cited for use of relending credit.

8. **Special Industry Attention.** To reach United States export goals, special efforts will be made by Eximbank in industries which hold the greatest promise for exports. Also, we consider it desirable to assist these industries which find that changing conditions and foreign competition make it essential to rely on Eximbank assistance. This in no way affects the availability of Eximbank facilities to all United States suppliers of goods and services.

9. **Special Geographic Areas.** Eximbank has supported U.S. export sales in 148 different countries. Now special attention will be given to the nations identified as having the best markets for United States exports, and every effort will be made to provide Eximbank facilities and services when needed. We intend to send qualified representatives of the Bank into various areas for this purpose.

10. **Trade Fairs and Exhibitions of the Department of Commerce.** The various programs of the Department of Commerce, such as the exhibition of machine tools in Mexico City, provide excellent marketing promotion. We will coordinate our efforts with the Department of Commerce in every way possible to provide financing support for their various trade promotion endeavors.

11. **International Consortium Financing.** This financing involves the combination of funds from the U.S. and foreign sources to advance major foreign projects. For some projects, equipment and services can best be supplied from a combination of sources—often from different nations. In such instances, Eximbank tries to assure financial support for maximum U.S. participation. We intend to provide experienced negotiators to work out effective utilization of U.S. financing so as to assure U.S. participation in such major projects.

12. **Eximbank Administrative Changes.** Without trying to describe the details of the changes we are making, let me say simply that Eximbank intends to improve its own operations to the fullest extent—to simplify customer transactions with the Bank, and to make its services and facilities more flexible and usable.

This summary of current Eximbank programs is adapted from an address given by McCullough in Mexico City, where he attended the EXPO-MAQ show of advanced U.S. machine tools organized and conducted by the U.S. Department of Commerce.

Carrying of commercial samples simplified by U.S. accession to world customs carnet system

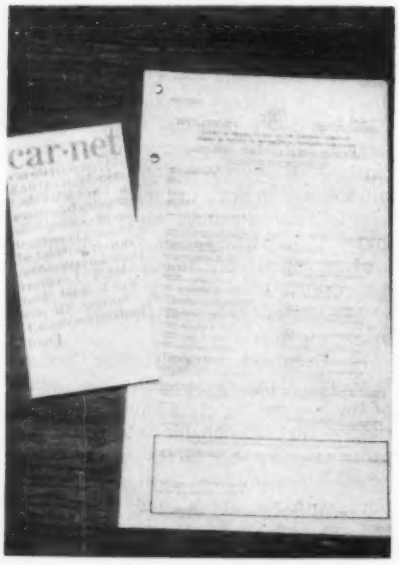
Documents allow duty-free entry of certain goods temporarily imported into another country; five different conventions involved

Carrying commercial samples to foreign markets will be much easier for U.S. businessmen now that the United States has joined the international customs carnet system. The carnet system is designed to permit duty-free entry of certain goods temporarily imported into another country.

Beginning Oct. 8, U.S. businessmen were able to purchase ahead of time in the United States a carnet which can be used to pass samples, professional equipment and certain other articles through Customs at the borders of several countries in one trip. By using the carnet, the commercial traveler reduces the expense and time consuming inconvenience of posting bonds or cash deposits at each border for the goods accompanying him or those sent unaccompanied.

Carnets are international customs documents which serve as guarantees against the payment of customs duties which may become due on goods temporarily imported and not re-exported. Besides customs duties the guarantee extends to all other duties and taxes payable on or in connection with temporary importation, including internal taxes and excise duties chargeable on imported goods. Not covered are fees and charges which are limited in amount to the approximate cost of services rendered and do not represent an indirect protection to domestic products or a taxation of imports for fiscal purposes.

A RELATIVELY SIMPLE DOCUMENT, the carnet can unsnarl most of the problems that arise in transporting samples from country to country, by providing duty-free entry for goods temporarily imported.



The carnet itself is composed of a series of vouchers which list the goods to be covered and the countries to be visited. When leaving the United States, the carnet is presented to a customs officer who certifies that the list is complete and correct. One of the vouchers is removed and retained by the U.S. Bureau of Customs until the goods are re-imported. From then on, a voucher is detached each time the carnet holder enters or leaves a country until the goods are returned to the United States. If the carnet-covered goods are sold or otherwise disposed of overseas, the carnet holder is responsible for paying the applicable import duties and taxes, and must certify to that effect for U.S. Customs.

This facility has been made available to Americans by U.S. adherence on Dec. 3, 1968, to five inter-related international customs conventions. They are the Customs conventions on: the ECS Carnets for Commercial Samples; the ATA Carnet for the Temporary Admission of Goods; the Temporary Importation of Professional Equipment; the International Transport of Goods under Cover of TIR Carnets; and, the Customs convention on Containers. These conventions, together with the earlier International Convention to Facilitate the Importation of Commercial Samples and Advertising Materials, establish temporary importation privileges for specified goods, and provide for the use of carnets to facilitate such importations.

The ECS carnet convention makes available to American businessmen ECS carnets guaranteeing payment of customs duties which would be due on commercial samples (including advertising films up to 16 mm.) temporarily imported into member countries. Carnets are issued for a period not to exceed one year. The items temporarily imported must be re-exported within the period of validity of the carnet, and may not be leased or sold while in the territory of importation.

What is a sample?

"Samples" are defined in the convention as articles which are imported solely for the purpose of being demonstrated in the territory of importation for the soliciting of orders for merchandise to be supplied from abroad. This broad definition implies that a sample might be an item small enough to fit inside a briefcase or an unaccompanied piece of heavy machinery or equipment. The convention expressly excludes from coverage "identical articles brought in by the same individual, or sent to a single consignee, in such quantity that, taken as a whole, they no longer constitute samples under ordinary commercial usage." Also excluded are unmounted gems, as well as one-of-a-kind mounted gems or pieces of jewelry; handmade one-of-a-kind articles, such as carpets, certain pieces of furniture, paintings, and sculpture.

The ATA carnet convention provides for recognition of carnets for the importation of any goods temporarily admitted free under another international temporary importation convention to which a contracting government is a party or under temporary admission procedures of national laws and regulations. It is anticipated that because of its more comprehensive coverage, the use of the ATA carnet will eventually supersede that of the ECS carnet. In fact, the American carnet issuing organization, the U.S. Council of the International Chamber of

What the letters mean

The letter designations for the different types of carnet stand for:

ATA—the combined French and English words Admission Temporaire/Temporary Admission;

ECS—the combined French and English words Echantillons Commerciaux/Commercial Samples;

TIR—Transport International Routier (international road transport).

Commerce, has already indicated that it will issue only ATA carnets. However, since some countries are a party to one convention and not the other, the United States has acceded to both.

The customs convention on professional equipment permits Americans to take cinematographic equipment, equipment for the press, for radio and television broadcasting and other tools of trade (such as medical instruments and measuring and calibrating equipment) into member countries for periods up to six months without payment of import duties. The ATA carnet may be used as a guarantee for customs duties to which such temporarily-entered equipment might be liable if not re-exported as specified.

The TIR convention will make TIR carnets available to American exporters so that their shipments under the convention en route to an interior destination shall not be subjected to the payment or deposit of import or export duties and taxes at customs offices en route. As a general rule, such shipments would not be subject to Customs inspection until arrival at the final destination. However, the TIR carnet system is not yet operative with respect to the United States. It is separate from the ATA-ECS carnet system and no U.S. issuing and guaranteeing association for the TIR carnet has yet been designated by the U.S. Bureau of Customs.

Containers covered too

The customs convention on containers allows temporary duty-free entry for up to three months of American containers now widely used for shipments in international trade. This facility is applicable to reusable containers, either loaded or empty, having an internal volume of one cubic meter or more, such as lift-vans, movable tanks, or other similar structures. This convention relates only to the customs treatment of the container, not its contents, and does not employ the carnet facility.

Carnets for commercial samples and professional equipment can be used in countries which have signed the related conventions and designated local carnet issuing and guaranteeing associations. These countries, which include most major U.S. trading partners except Canada, Japan and the Latin American states, are: Austria, Belgium/Luxembourg, Bulgaria (accepts carnets, but not for commercial samples), Czechoslovakia, Denmark, Finland, France (including Guadeloupe, Guyane, Martinique, Reunion), Germany, Hungary, Ireland, Israel, Italy, Ivory Coast, Netherlands, Norway, Portugal, Romania, Spain, Sweden, Switzerland, United Kingdom (including Gibraltar), and Yugoslavia.

The local carnet associations are members of the International Bureau of Chambers of Commerce carnet chain, and have two primary functions: to issue carnets to their residents, and to guarantee the payment of duties to local customs authorities should goods imported under cover of a foreign-issued carnet not be re-exported.

The U.S. Council of the International Chamber of Commerce, 1212 Avenue of the Americas, New York, N.Y. 10036, has been designated by the U.S. Bureau of Customs as the United States' issuing and guaranteeing organization. The U.S. Council began issuing carnets June 30, on a 90-day trial basis. This trial period was designed to permit the U.S. Council to make operational adjustments before the anticipated heavy demand for carnets materializes. Full-scale operations began on Oct. 8.

Where to apply

American firms or their designated representatives should apply for carnets to the U.S. Council at its New York address. When supplies are available most U.S. Department of Commerce Field Offices will have application forms available for distribution.

A fee is charged for the carnet to cover services rendered by the U.S. Council. This fee is based on the value of the goods covered and runs from a minimum of $50 (for a shipment valued at $1,000-$10,000) to a maximum of $149 (for goods valued at $1 million or more). The rate is actually $50 plus 10¢ for each additional $1,000 of value over $10,000. In most instances, this works out to be less than ½ of 1% of the value of the goods covered.

Completed applications, with fee, should be accompanied by a bank letter of credit (or a cash deposit or bank guarantee) in favor of the U.S. Council, to remain in force for 30 months from the date of issuance of the carnet. The amount will be specified by the Council based on the duties due in the highest duty value country to be visited, plus 10%. This is required in order that the Council may have recourse should duties not be paid on goods exported under a carnet and sold overseas. The Council is willing to consider flexible guaranteeing arrangements under which a single instrument would cover more than one carnet.

In all cases, it is up to the U.S. Council to determine whether a carnet will be issued for a particular item, since the types of goods which are allowed carnet-covered, temporary entry under national laws and regulations differ from country to country. Also it should be remembered that carnets in no way substitute for the usual U.S. export control procedures required under the Export Control Act of 1949, as amended.

The carnet system has worked successfully in Europe for a number of years. More than 50,000 ECS-ATA carnets are issued annually for shipments totaling almost $150 million. Now, American exporters can take advantage of the carnet facility enjoyed by their European competitors. A recent Commerce Department survey indicated that as many as 3,000 carnets might be used by U.S. firms during their first year of availability in the United States.

Secretary applauds carnet move

Secretary Stans has offered "Congratulations and whole-hearted support to the U.S. Council of the International Chamber of Commerce on the public launching of its carnet-issuing operations.

"The customs facility being inaugurated reduces one more barrier to trade and should provide significant benefits for the export expansion of U.S. goods and services," the Commerce Secretary said in a telegram to U.S. Council Chairman James A. Linen, III.

"The National Export Expansion Council recommended U.S. participation in the international carnet system so that American exporters could enjoy the same customs facilities heretofore available only to their competitors," the Secretary said.

The Department of Commerce, through its Bureau of International Commerce and its Field Offices, has worked with the U.S. Council in setting up its carnet operation, and will assist in publicizing the carnets.

"We are pleased that carnets will now be available and are confident that the American business community will take full advantage of this facility to expand export operations in new fields abroad," Secretary Stans concluded.

Stans is NFTC keynoter

GM's Roche will help to set theme at 56th meeting of U.S. foreign trade leaders

Secretary of Commerce Maurice H. Stans will deliver the keynote address for Government at the opening of the 56th National Foreign Trade Convention. James M. Roche of General Motors will deliver a similar address for the business community. The keynoters will enlarge on the Convention theme: International Business and Economic Progress—The Tasks Ahead.

Participating in the sessions, to be held Nov. 17-19 at the Waldorf-Astoria, will be other U.S. and foreign Government officials, heads of international agencies and of international business corporations.

More than 2,000 businessmen, public officials, foreign diplomats and educators are expected to attend, according to Robert M. Norris, president of the National Foreign Trade Council.

Emphasizing international business as an integral force in today's world, a high-level review of the tasks ahead in shaping constructive international trade, investment and financial policies and forward planning for world economic progress has been programmed for the Convention.

Addresses at the luncheon sessions will be delivered by Roberto de Oliveira Campos, of Brazil, president of the Inter-American Council of Commerce and Production, Lester B. Pearson, former Canadian Prime Minister and chairman of the World Bank's Commission on International Development, and Olivier Long, director-general of the General Agreement on Tariffs and Trade.

Sen. Charles H. Percy, of Illinois, a former chairman of Bell & Howell, will address the World Trade Dinner, which ends the meeting; there Elis S. Hoglund, past chairman of the National Foreign Trade Council, will receive the 1969 Captain Robert Dollar Memorial Award for distinguished contribution to the advancement of American foreign trade. Leroy D. Stinebower, director and vice president of Standard Oil Co. of New Jersey, will make the presentation as chairman of the Award Committee.

Speakers at the second general session will be Walter H. Page, vice chairman of the board, Morgan Guaranty Trust of New York, and Secretary of Labor George P. Shultz.

Hoyt P. Steele, vice president, General Electric, and chairman of the Declaration Committee, will present the convention's policy declaration for adoption at the final general session, after which *Newsweek* magazine editors will conduct a Periscope Panel moderated by editor Osborn Elliott.

Dr. Guido Carli, governor of the Bank of Italy, will be the principal speaker at the International Finance Session, as will be Arthur H. Dean, senior partner of Sullivan & Cromwell, at the International Investment Session, and Edwin S. Cohen, Assistant Secretary of the Treasury for tax policy, at the Tax Session.

The International Trade Session will be addressed by Ambassador Carl J. Gilbert, The President's Special Representative for Trade Negotiations, and by Henry Kearns, President and Chairman of the Export-Import Bank of the United States.

Executive training will be treated by H. W. Brown, manager of the employee relations department of Bechtel Corp.; Elbert W. Burr, director of personnel of Monsanto's international division; Gerald P. Hanson, director of corporate personnel services, the Gillette Co., and Professor Howard V. Perlmutter of the Wharton School of Business.

Careers will be treated by Paul Doigan, manager of doctoral and international recruiting for General Electric; by Prof. Stefan H. Robock of the Columbia University Graduate School of Business, and by Jeremiah J. Sullivan, second vice president for international manpower planning with the Chase Manhattan Bank, who will also serve as session chairman.

The finance session leader will be Kenneth P. Kinney, vice president, the Northern Trust Co., Chicago, and president of the Bankers' Association for Foreign Trade. The panel members are Richard M. Bliss, senior vice president, Bankers Trust Co.; William Boyd, Jr., vice president, Pittsburgh National Bank; John B. Morrell, vice president, State Street Bank and Trust Co., Boston; Matthew Murphy, senior vice president, Republic National Bank of Dallas, and William F. Ogden, Jr., vice president, First National Bank of Minneapolis.

Seven steps will aid exporters

A seven-step U.S. Government program to aid the country's exporters was outlined to the International Trade Club of Chicago by Secretary of Commerce Maurice H. Stans this month.

Addressing the club's 50th Anniversary Dinner, Stans told members of current efforts along these lines:

- Reduction of nontariff barriers.
- Improvement in credit facilities to assure competitive financing for exports.
- Strengthened commercial representation abroad.
- Increased export promotion activities.
- Streamlined export documentation procedures.
- A rebuilt American merchant marine.
- Control of inflation that prices American products out of world markets.

Emphasizing U.S. free trade aims, the Commerce head said, "We want to widen the markets for the goods produced by working people everywhere. We want to share the growing markets of the U.S. with our trading partners, and we ask them to let us share in their growing markets.

"In this way we develop a climate of mutual cooperation that fosters the growth of trade, not the growth of protectionism.

"Our idea of mutuality of interest in the growing export market turns on freeing up competitive forces through reduction of nontariff barriers and artificial export subsidies."

Secretary Stans stressed the critical nature of the Nation's trade balance problem, saying there will be little improvement in 1969, or in 1970 or even by 1973 unless new ways are found to stimulate exports and reduce overseas barriers to the entry of U.S. products.

Participants at the International Investment Session, following the address by Arthur Dean, will be Gerard Alexander, president, International B.F. Goodrich, and John G. Montag, vice president, Caterpillar Tractor.

With editor Elliott will be senior editors Robert Christopher, Edwin Diamond and Mel Elfin.

Industry leaders who will serve as chairmen of the various sessions and luncheons include Robert J. Dixson, vice chairman of Johnson & Johnson International, who as chairman of the National Foreign Trade Council will call the convention to order and preside at the World Trade Dinner; Berent Friele, consultant, International Basic Economy Corp. and chairman of NFTC's Brazil Committee; Roland Pierotti, executive vice president, Bank of America N.T. & S.A.; Bernard J. Rahilly, vice president and director of management development, W. R. Grace & Co., and chairman, NFTC International Executive Development Committee; David J. Fitzgibbons, president, Sterling Drug Inc.; Henry S. Wingate, chairman of the board, International Nickel; Victor C. Folsom, vice president and general counsel, United Fruit, and chairman, NFTC Foreign Property Committee; Sherwood Waldron, vice president, American Home Products Corp.; Robert D. Campbell, executive vice president, Newsweek, Inc.; Robert D. Murphy, chairman of the board, Corning Glass International.

Argentine mission to visit three U.S. cities this month

An Argentine Government-sponsored trade mission, including representatives of 20 business concerns, is to visit three metropolitan areas of the United States this month. This is the first major Argentine Government mission to visit the United States in a number of years. The mission's itinerary includes Los Angeles, Oct. 13 to 18, Chicago, Oct. 20 to 25, and New York, Oct. 27 to 31. Accompanying the mission will be the Undersecretary of Foreign Trade, Dr. Alberto A. Fraguio, and Undersecretary of Foreign Investment Promotion, Dr. Guillermo W. Klein.

The Argentine visitors either are, or represent, producers of prepared foods, wines, tea, clothing, leather goods, carpeting, bagasse paper, onyx manufacturers, crystal and chinaware, hardware, hand and power tools, plumbing supplies, control and measuring instruments, electric organs, guitars, jewelry and novelties.

Persons interested in communicating with mission members should contact the Argentine consular offices in the cities being visited.

All Commerce operations in major cities to be under single roof

Los Angeles is first of 26 cities in which all of Department's activities will be centralized; plan calls for two more each month

For the first time in the history of the U.S. Department of Commerce, all of its field offices in a single city are to be brought under one roof, launching a new effort to bring Commerce Department facilities together in cities throughout the Nation.

Thus the Office of Field Services, which handles all foreign trade activities of the Department outside Washington, will be adjacent to the units providing the other services furnished to the public by Commerce.

Secretary of Commerce Maurice H. Stans formally opened the unified offices of four major Commerce bureaus and agencies in the new Federal Office Building at 11000 Wilshire Boulevard, Los Angeles on Oct. 7.

Housed together on the 11th floor of the building will be the Los Angeles offices of the Census Bureau, Economic Development Administration, Office of Field Services and the Environmental Science Services Administration (ESSA), which includes the Los Angeles office of the U.S. Weather Bureau. The agencies formerly were scattered across the city.

The common location of Commerce facilities in Los Angeles is the first of a series of co-locations planned by the Commerce Department in 26 major cities throughout the Nation. Unification of offices and installations in the other 25 cities will be accomplished progressively, the Secretary said, with completion scheduled for April 1971.

"This is not an attempt to bring all our offices under centralized leadership in each city," Secretary Stans said. "They will continue to function independently. But unified facilities, utilizing single locations, common Department reception and conference rooms, and sharing equipment will be able to provide better service to the public, increased efficiency, and some savings in money for the taxpayers. Even though the Bureaus will remain separate, by working side by side they will all give greater value and they will share a new sense of participation in the total interests of the Department of Commerce. We are very anxious to achieve these objectives."

Larry A. Jobe, Assistant Secretary of Commerce for Administration, said "the Department hopes to co-locate offices in two cities a month until the national effort is completed." Priority on co-locating was given to those field offices ready to negotiate a new lease now or in the immediate future. The Department maintains a total of 546 field sites in 147 cities.

On paperwork easing

The recent export documentation simplification announced by Commerce Department has been termed a "significant contribution" toward the betterment of the U.S. balance of payments by the Air Transport Association of America (ATA), speaking for the U.S. scheduled airlines.

One of ATA's members, Pan American World Airways, commented individually that it planned to use the Commerce Department action as an example for other governments to follow at an International Air Transport Association meeting this month in Nairobi, Kenya.

Secretary Stans announced three changes to streamline export paperwork and documentary filing procedures: beginning Oct. 1, exporters are not required to file shipper's export declarations for general-license shipments to Free World countries when the shipments are valued below $250; second, after Nov. 1, high volume exporters meeting certain requirements have the option of filing monthly export declarations; and third, under a proposed rule change, exporters no longer would be required to submit export declarations to the Bureau of Customs for authentication of merchandise moving under Commerce general licenses to Free World countries by air or sea.

New import quota bills dominated September official trade actions

Tariff Commission, Customs Bureau, Agriculture, Coast Guard were also active; California Buy American law overturned

The following is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by staff members of the Bureau of International Commerce's Trade & Commercial Policy Division.

Congressional Activity: During the month of September import quota bills dominated the list of new bills introduced on foreign trade matters. Following the reconvening of Congress on Sept. 3, a total of 33 new tariff and trade bills were submitted (5 in the Senate and 28 in the House), of which 26 were quota proposals. Also, various Committees held hearings and considered pending legislation on trade matters.

New Quota Bills: Of the five new bills in the Senate, three propose to place restrictions on imports. S. 2885, introduced by Senators Ernest F. Hollings of South Carolina and Norris Cotton of New Hampshire, would limit imports of leather footwear and textile articles containing cotton, wool, man-made fibers and silk by authorizing the President to negotiate trade agreements with foreign countries whereby they would agree to regulate their exports to the United States. If such agreements were not concluded within six months after enactment of the bill, the President would be required to declare quotas calculated within the limits set out by the bill.

S. 2885 would also amend the Trade Expansion Act of 1962 in order to make relief more readily available to any industry, firm or group of workers experiencing or threatened with serious injury caused by imports. To this end, the bill would eliminate the present requirement that increased imports be shown to result from tariff concessions and would provide that relief be granted when imports are a "substantial" cause of injury. Present provisions require that imports be "the major" cause of injury.

S. 2883, introduced by Sen. Joseph M. Montoya of New Mexico and cosponsored by four Senators would limit the amount of potash that can be imported free of duty each year to 30% of estimated domestic production. Imports beyond this amount would be subject to a duty of 40% ad valorem. All potash imports currently are duty-free.

Earlier this year the Treasury Department found that imports of potash from Canada, France, and West Germany were being sold in the United States at less than fair value under the meaning of the Antidumping Act. The Tariff Commission is now considering the case in order to determine whether domestic industry is being, or is likely to be, injured as a result of the dumped imports. At the beginning of this session, Sen. Montoya introduced a bill (S. 344) to establish import quota controls for potash.

Another bill (S. 2892, proposed by Sen. Richard S. Schweiker of Pennsylvania) would limit imports of certain specified types of flat glass, beginning in 1970, to a total of 450 million square feet with allowances made for changes in subsequent years in proportion to changes in domestic shipments.

Most resemble earlier bills

Twenty-three of the 28 bills introduced in the House during September would limit imports. Twenty-two are similar to legislation previously submitted during this Congress pertaining to specific products (such as textiles, mink, iron and steel, dairy products, flat glass) or general orderly trade bills applicable to all manufactured products under certain specified conditions. In addition to these, H. Con. Res. 343, introduced by Rep. Thomas G. Abernethy of Mississippi, expresses the sense of Congress that, if the level of new residential and commercial construction falls by Dec. 31 to an annual rate which is below that of 1968, and if this decline is the result of monetary conditions subject to federal jurisdiction, the Executive branch shall then take steps to reduce imports of products used in such construction. The reduction of imports is to be great enough to insure the continued existence and viability of the U.S. industry and shall be undertaken through trade agreement negotiations or voluntary quota arrangements. Quotas would remain in force as long as monetary restrictions do.

Other New Bills: Two trade bills were introduced in the Senate during September on subjects other than quotas. S.J. Res. 153, introduced by Senator Charles McC. Mathias, Jr. of Maryland and cosponsored by three Senators, would establish a commission of government and industry representatives to study and make recommendations on American trade and tariff practices and policies. S. 2884, introduced by Sen. George Murphy of California, would provide for duty-free importation of certain plastic bags for use as containers for exporting organic fertilizer from the United States.

In the House, Rep. Wilbur D. Mills of Arkansas sponsored H.R. 13713 to provide for the refund of certain duties and taxes with respect to exported articles. While the bill would reduce the amount of drawback that an exporter could claim from 99 to 98% of the duty paid on the imported product or component, it would permit the exporter to claim the local, state and federal taxes borne directly or indirectly by the exported article and by the domestic merchandise used in the manufacture of the exported article. An identical bill, H.R. 14005, was introduced later by Rep. John J. Duncan of Tennessee.

The Export Control Act would be amended by H.R. 13792, cosponsored by Reps. James B. Utt and Bob Wilson of California to curb illicit drug traffic. Customs inspection practices at ports of entry would be modernized with the enactment of H.R. 13891 proposed by Rep. Morris K. Udall of Arizona. H.R. 13986, introduced by Rep. John Dent of Pennsylvania, would extend the temporary duty-free treatment of certain dyeing and tanning products until Sept. 30, 1972.

Committee Actions: Several committees in the House and Senate were active on trade matters during the month. The Small Business Subcommittee of the Senate Banking and Currency Committee held hearings Sept. 16-17 on the impact of shoe imports on the domestic nonrubber footwear industry, especially on small businesses within the industry. Witnesses representing the domestic manufacturers, tanners, labor unions, and importers testified on conditions in the industry and particularly on the role of imports. Sen. Thomas J. McIntyre of New Hampshire, Chairman of the Subcommittee, held further hearings in Boston and Manchester, N.H., Oct. 2 and 3.

The Subcommittee on Improvement of Judiciary Machinery of the Senate Judiciary Committee on Sept. 8 held hearings on S. 2624, the bill which would streamline Customs Court procedures.

The Senate Finance Committee re-

ported favorably on H.R. 7311, a bill to provide that parts of stethoscopes be dutiable at the same rate as stethoscopes. An amendment to repeal the investment tax credit was attached to the bill.

On the House side, the Subcommittee on International Trade of the House Committee on Banking and Currency ended its hearings on the Export Control Act, which is due to expire Oct. 31. The full Committeee on Banking and Currency accepted the subcommittee's recommendation to extend the Act to June 1971 and reported favorably on the bill (H.R. 4293).

The Foreign Economic Policy Subcommittee of the House Foreign Affairs Committee resumed hearings on Sept. 16 and 18 on Title 2 of the proposed Foreign Assistance Act, which would create an overseas private investment corporation. The Ways and Means Committee on Sept. 16-19 conducted hearings on Title III of H.R. 12374, a bill which, among other things, would impose an airport and airway user charge to raise revenue for expansion and improvement of airports and airway facilities. The bill would levy a tax equal to 5% of the amount paid for the transport of goods from one point in the United States to another. No tax would be applied to goods in the course of exportation by continuous movement.

Shoe Petition: Concern with shoe imports was also expressed by a delegation composed of Members of Congress, businessmen and union officials who met with President Nixon on Sept. 23 to discuss voluntary quotas on imports and to state their views. Senator Margaret Chase Smith, who headed the group, presented the President with a petition signed by 72 Senators from 43 states requesting voluntary import limitations on shoes. In July, Rep. James Burke of Massachusetts had sent a similar petition to the White House signed by more than 300 Congressmen.

GATT: U.S. Notification. The United States has notified the GATT under paragraph 1 of Article 28 of its reservation of all rights, including the right to modify all or part of the following U.S. trade agreement concessions on: stainless steel flatware; canned fish and canned whale meat, not fit for human consumption; and light aircraft (less than 10,000 pounds empty weight).

The provision of the GATT invoked by the United States permits members once every three years to change their commitments to maintain tariffs at the levels bound in previous negotiations. Notification by Sept. 30 preserves this option for the products specified through the remainder of 1969.

Stainless steel flatware was subject to a tariff quota under an escape clause action which was allowed to terminate on Oct. 11, 1967. Termination was attended by an announcement by the President that the responsible federal departments had been asked "to maintain surveillance, over [this industry] to determine if other assistance is appropriate at a later date". Should further investigation reveal that increased competitive pressure from imports is such as to warrant tariff or other relief, this action under Article 28 would reserve U.S. rights to do so.

The other two items have been the subject of quantitative restrictions maintained by Japan. In one case the quantitative restriction has been removed and replaced by a high duty. In the second case it is anticipated that the quantitative restriction will be removed with a duty increase to follow. Both of these notifications on the part of the United States will maintain its freedom of action.

The notification made by the United States involves the following items in the tariff schedules: 650.08, 650.10, 650.38, 650.40, 650.54, 651.75, 184.5510, and 694.4040.

Tariff Commission: Adjustment Assistance Investigation (Steel Workers). On Sept. 10 the Tariff Commission instituted three investigations to determine whether certain steel articles are being imported in such increased quantities as to cause or threaten the unemployment or underemployment of a significant number of workers in three steel plants. The imports in question are articles like or directly competitive with butt-weld pipes and tubes produced by the Armco Corporation Weld Mill, Ambridge, Pa., and transmission towers and parts produced by two plants of the American Bridge Division of U.S. Steel located in Pittsburgh, Pa. and Los Angeles, Calif.

The investigations are in response to petitions filed on behalf of the steel workers of each of the three plants for a determination under Sec. 301 of the Trade Expansion Act of 1962 of eligibility to apply for adjustment assistance. The Tariff Commission is required to report the results of its investigation to the President within six months. No public hearings have been scheduled.

In order for the workers to qualify for adjustment assistance, it must be determined that the increased imports result in major part from trade agreement concessions and that they are the major cause of unemployment or underemployment. Adjustment assistance could be in the form of increased unemployment compensation, job retraining, or relocation allowances.

Seven other investigations have been made on requests for adjustment assistance for workers since the enactment of the Trade Expansion Act of 1962. None resulted in an affirmative finding.

Tariff Commission: Coffee Concentrates. Tariff Commission hearings regarding alleged unfair methods of competition in the importation and sale of coffee concentrates have been postponed for the second time and are now scheduled to begin Dec. 2. The hearings are part of an investigation into a complaint filed by Struthers Scientific and International Corp. of New York. Parties desiring to testify should contact the Secretary, U.S. Tariff Commission, Washington, D.C. 20436. Progress on this investigation was reported in this column in the June 9, July 4, and Aug. 11 issues of INTERNATIONAL COMMERCE.

Bureau of Customs: Antidumping Investigations (Tetracycline Products; Pig Iron; Tempered Sheet Glass; Steel Bars, Reinforcing Bars and Shapes; Cod Fillets; Electronic Receiving Tubes). The Treasury Department has made a tentative determination that tetracycline products manufactured by Carlo Erba, S.p.A., Milan, Italy are not being, and are not likely to be, sold in the United States at less than fair value within the meaning of the Antidumping Act of 1921. The dumping complaint was made in December on behalf of Rochelle Laboratories, Long Beach, Calif. From Mar. 1 through Nov. 30, 1968, tetracycline products valued at approximately $883,990 were exported to the United States by the Italian firm.

The Bureau of Customs has initiated inquiries into the complaint that pig iron from Brazil, Canada, Finland, Norway, Sweden, West Germany and the United

White House task force

Presidential Task Force on International Development. The President has directed a special task force to study the underlying rationale of the U.S. aid effort and its relationship to overall U.S. foreign policy. The 16-member task force chaired by Rudolph A. Peterson, President and chief executive officer of the Bank of America, is charged with developing a new U.S. approach to aid for the 1970's for presentation to the President in February. Its first meeting was held on Sept. 24.

Kingdom is being sold, or is likely to be sold, in the United States at less than fair value within the meaning of the Antidumping Act. During 1968 pig iron valued at approximately $32 million was imported from these countries. In that year, antidumping duties were assessed on imports of pig iron from East Germany, Czechoslovakia, Romania and the USSR following a Treasury determination of dumping and a Tariff Commission finding of injury to a domestic industry.

The Bureau of Customs will also investigate complaints that tempered sheet glass from Japan and sheet glass from Taiwan are being sold, or are likely to be sold, at less than fair value. Imports from Japan during November 1968 through April 1969 amounted to about 4.5 million square feet valued at $1.8 million. Imports from Taiwan amounted to 10.5 million pounds valued at $628,339 from January to the end of April.

Pending a determination by Customs as to whether steel bars, reinforcing bars and shapes manufactured by the Broken Hill Proprietary Co., Ltd., in Melbourne, Australia are being sold at less than fair value, Customs field officers have been instructed to withhold appraisement of these items. The dumping determination will be made within three months. Appraisement is to be withheld for a period not to exceed six months. From May 1968 through May 1969, imports of these items from Australia amounted to about $5.4 million.

Customs has also announced final determinations that neither frozen cod fillets from Eastern Canadian Provinces nor electronic receiving tubes from Japan are being, or are likely to be, sold at less than fair value.

Federal Trade Commission: Watches. The Federal Trade Commission, on Sept. 5, announced that it had extended from Sept. 8 to Nov. 10 the closing date for the submission of written views on its Proposed Revision of Guide 10 which concerns the disclosure of foreign origin of watch movements and movement parts. The extension was granted upon requests by parties planning to submit presentations. The proposed Guide provides that watches having movements of foreign origin or movements which contain parts of foreign origin should not be sold unless they are accompanied by a clear and conspicuous disclosure of country of origin of the movement or parts. (See this column in the Sept. 15 issue of INTERNATIONAL COMMERCE.)

Department of Commerce: Export Declarations. The Department of Commerce has announced three changes in export documentation procedures. Effective Oct. 1, exporters are no longer required to file shipper's export declarations for general-license shipments to Free World countries for shipments valued at less than $250. The previous limit was $100. Effective Nov. 1, high volume exporters meeting Department of Commerce requirements may file monthly export declarations instead of declarations for each shipment to Free World countries. A third change would remove the requirement that shippers submit export declarations to the Bureau of Customs for authentication before loading merchandise moving under general licenses to Free World countries. Instead, the documents would be submitted directly to carriers that agree to review them before loading, and then forward them to Customs. This prospective change remains open to public comment until Oct. 19. (For additional information, see INTERNATIONAL COMMERCE, Sept. 22, p. 6.)

Department of Commerce: Export Controls (Nickel). The U.S. Department of Commerce on Sept. 11 announced nickel export licensing requirements supplementing those published in July, at which time, the Department stopped issuing nickel export licenses. Validated licenses will now be required to export nickel-bearing stainless steel ingots and iron and steel scrap (including scrap melted into crude forms) containing 1% or more nickel to all countries.

Applications for validated licenses to export nickel-bearing stainless steel ingots will be considered in accordance with the merits of each individual case. Validated licenses for exports of scrap and the remaining nickel commodities on which licensing was suspended in July will be issued only to relieve two types of proven exporter hardships: (1) cases in which exporters would sustain an out-of-pocket financial loss if the nickel were not exported, and (2) cases involving forms of nickel that cannot be commercially processed in the United States for technological reasons. In both cases applications must be supported by specified documentation.

Further information is contained in Export Control Bulletin No. 4, dated Sept. 9, 1969, available for 25 cents from any U.S. Department of Commerce Field Office or from the Sales and Distribution Branch, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230.

Agriculture Department: Trade Promotion Exhibits. The Department of Agriculture has announced the schedule of 14 trade promotion exhibits to be held this fall in Europe, Africa and the Far East. The Department plans to direct its exhibits this year toward buyers who purchase food and other agricultural products for resale, and to increase its efforts to reach consumers through special American food promotions in retail stores abroad. Seven of the fall exhibits are aimed at the food service industry, which is expanding with the growth of tourism.

Six exhibits have been held already, and additional exhibits are planned for Belgrade, Yugoslavia's 10th International Textile Fair, Oct. 25-Nov. 2; and Basel, Switzerland's International Catering and Hotel Exhibition, Nov. 13-19.

In addition, several U.S. solo exhibits have been planned for the food industry, and firms selling meat, poultry, fruits, vegetables, frozen specialties and bulk foods have been invited to participate. These exhibits will take place in Hong Kong, Oct. 27-30; Singapore, Nov. 3-7; Mainz, Germany, Nov. 2-22; Salzburg, Austria, Nov. 24-27.

Agriculture Department: United Kingdom Agricultural Imports to 1980. The United Kingdom is expected to import more fruits, vegetables and tobacco but less wheat and feedgrains in the next decade, according to a report issued by the Department of Agriculture. The report, which projects U.K. agricultural imports for the years 1970, 1975 and 1980, is a summary of a study made by Oxford University under contract with the Department. The United Kingdom is the world's largest importer of agricultural products and was the fifth largest buyer of U.S. farm goods in 1966-67.

Single copies of the report, entitled *"Summary of United Kingdom: Projected Level of Demand Supply and Imports of Agricultural Products, 1970, 1975 and 1980"* (EPS-Foreign 248) are available without charge from the Division of Information, Office of Management Studies, U.S. Department of Agriculture, Washington, D.C. 20250.

Agriculture Department: Annual Import Report on Cheese and Other Dairy Products. The Agriculture Department has issued a revised report on 1968 imports of cheeses and other dairy products subject to quotas under Sec. 22 of the Agricultural Adjustment Act. The quotas are designed to prevent interference with domestic price support programs.

Import quotas for 1968 were generally not filled, due in part to dock strikes at East Coast and Gulf ports. The Department reports that a considerable quantity of cheese aboard strike-bound vessels could not be unloaded until February, when they were charged to 1969 quotas.

Agriculture Department: Import Regulations (Oranges, Grapefruit, Potatoes). The U.S. Department of Agriculture has

revised import regulations for three commodities. The new regulations on oranges became effective on Sept. 16; those on seeded grapefruit and potatoes on Sept. 22. Detailed information on the revised specifications are available from the U.S. Department of Agriculture. (See Department of Agriculture Publication No. 2846-69 [oranges], No. 2868-69 [grapefruit], and No. 2904-69 [potatoes].)

Coast Guard: Certification of containers for transport under customs seal. The Coast Guard announced on Sept. 4 its proposed new regulations for the certification of cargo containers for transport under customs seal. These regulations, if adopted, will implement provisions of the Customs Convention on Containers and the Customs Convention on the International Transport of Goods under cover of TIR Carnets (TIR Convention—see story on p. 6).

These Conventions facilitate international trade by authorizing duty-free entry of containers and passage of containerized cargoes in transit without delay for customs inspection. To obtain these privileges containers must be certified as physically secure against violations of the customs laws. Under the proposed regulations, Coast Guard would delegate its certification authority to the American Bureau of Shipping, a private ship classification agency with headquarters in New York. The American Bureau of Shipping will certify containers individually or by type. In the latter case, certification is given to all units of a manufacturer's given class or type on the basis of physical inspection of a prototype. Certification of type will simplify implementation of the Conventions by avoiding the need for physical examinations of thousands of containers and thereby increase the usefulness of the Conventions for U.S. exporters.

The Coast Guard has requested that comments on the proposed regulations be submitted by Oct. 15. It is planning no public hearings and expects to make the regulations effective before 1970.

State of California Court of Appeals: Buy American Act. The Court of Appeals of California has declared that State's 30-year-old Buy American Act unconstitutional, upholding a lower court decision which refused injunctions sought in 1966 to prevent the purchase of low-bid Japanese steel by the Los Angeles Department of Water and Power. The Appeals Court ruled that the California law was an "unconstitutional encroachment upon the federal government's exclusive power over foreign affairs, and constitutes an undue interference with U.S. foreign relations."

Special Drawing Rights approved to support expanding world trade

IMF allocates $9.5 billion for three years' operation; over 70 member nations signed to participate by Jan. 1

In an effort to support world trade growth, International Monetary Fund nations have formally approved a new form of international reserves and allocated $9.5 billion for the first three years' operation of the system to be called Special Drawing Rights (SDR's). The allocations for the new system were voted on during the recent joint annual meeting of the World Bank and IMF in Washington, D.C.

Of $3.5 billion allocated for the first year, the United States is due to receive more than $800 million. When the new system goes into effect next Jan. 1, participating nations can then include the new international money in their reserve holdings. This will supplement the existing assets such as gold, convertible currencies and automatic claims on the IMF.

SDR's will not be spendable money as such, but will be rights to obtain convertible currencies from other participants in the plan in order to meet balance-of-payments or reserve needs. Functions relating to SDR's will be handled through a Special Drawing Account. IMF will also continue with its present operations.

Discourage trade restrictions

The SDR plan is designed to discourage countries from imposing restrictions on their foreign trade when their traditional reserve asset holdings are below desired levels. Thus, the distribution of these SDR's will support the expected growth in world trade by preventing a growing shortage of international reserves. In the past, most countries have desired to see their reserves increase as foreign trade has increased.

Over 70 of the 111 IMF member nations have signed up to participate in SDR's, and most of the balance are expected to join before the first of the year. The United States was the first country to accept the SDR proposal. It transmitted official approval to the Fund in July 1968, and deposited an instrument of participation at the same time. No member can become a participant until an instrument of participation has been deposited.

International monetary affairs specialists have indicated that the SDR agreement may become known as one of the most lasting and binding commitments ever made. David M. Kennedy, U.S. Secretary of Treasury, said the move was a "significant turning point in the monetary system." Pierre-Paul Schweitzer, managing director of the IMF, said the action was, "a momentous innovation, a landmark in international monetary cooperation."

A decision on the next allocation for SDR's will come in three years, after a total of $9.5 billion has been distributed. In addition to the vote on the new SDR system, the annual meeting also approved another increase in the quotas of all IMF members from $21.2 billion to approximately $29 billion. However, negotiations are still to take place on how this will be distributed.

Asian Development bank to devise economic program for Thailand's northern areas

The Asian Development Bank has approved a request from the Thai government for technical assistance in planning and implementing a development program in the Northeast and North of Thailand.

Under the technical assistance, to be channeled through the Thai government's Office of Accelerated Rural Development (ARD), the ADB will provide a mission of five experts to work as part of a seventeen-man team in high potential nucleus districts selected for economic development.

Scheduled to begin operations by January of next year, the team will take nine months to identify, analyze, formulate and implement programs for economic development of the areas.

The ARD program for the less developed rural areas includes road construction, small irrigation schemes and mobile medical units. Almost 80% of its expenditure in 1968 was for construction work. In that year, ARD expenditure was Baht 225 million ($11.2 million), supplemented by U.S. aid in the form of equipment valued at about $9 million.

London Trade Center will host exhibition of biochemical test, control equipment

U.S. share of 1968's $7.2 million market for biochemical devices hit $5 million; representatives from 3,000 concerns will attend

Increased use of biochemical test and control equipment in the United Kingdom is creating attractive sales opportunities for U.S. manufacturers.

American firms who show their products at a U.S. Department of Commerce exhibition of biochemical equipment at the U.S. Trade Center in London, Feb. 16-20, 1970, will reach buyers from the 3,000 companies, hospitals and research organizations in the United Kingdom.

British imports of biochemical test and control equipment, an important and growing segment of the British chemical industry, last year totaled $7.2 million. The U.S. share was more than $5 million.

Expanding applications of biochemical equipment in research, medicine and several industries—including food processing, pharmaceuticals, pollution control and petroleum—are expected to boost British imports of this equipment at least 10% this year and next.

Market research by the Commerce Department's Bureau of International Commerce, which will stage the London Trade Center exhibition, shows the following among the best sales prospects:

► General-purpose biochemical test and control equipment—such as atomic absorption spectrophotometers, culture apparatus, chromatographs, liquid scintillation detectors, electrophoresis equipment, and automatic analyzers.

► Biochemical production processing test and control equipment—carrier electrophoresis, column chromatographs, fermentor drive assembly, flow analyzer systems for radioactivity in gas or liquid continuous streams, gel filtrators, hygrometers, incubator-shakers, shakers.

► Special air, water, and soil biochemical test instruments—carbon analyzers, colorimeters, ozone monitors, sodium and chloride ion analyzers, turbidimeters.

► Special biomedical test and control instruments—auto analyzers; automated hematology systems; enzyme analyzers; protein analyzers; physiological monitoring systems; planchet counting systems; programmed computers for diagnostic analysis.

► Special biochemical lab equipment —amino acid analyzers; centrifuges and ultracentrifuges, digital integrators; diffusion electrophoresis; fraction collectors; infrared spectrophotometers; microcalorimeters; monochromators; and photoelectric scanners.

Buyers and potential agents and distributors will be attracted to the show through a market development campaign mounted by Commerce.

This will be the first exhibition of biochemical test and control equipment for the London Trade Center. Previous Commerce Department overseas exhibitions of similar equipment, usually with a broader range, have been highly successful.

A U.S. Department of Commerce exhibition at the June 1967 ACHEMA (Chemical Engineering Exhibition and Congress) in Frankfurt, for example, brought first-year sales of $3.6 million to 47 U.S. makers of measuring, recording and control instruments for the chemical industry. They also appointed 44 agents. Twenty-one of the exhibitors were new to the market and five were new exporters. At the U.S. Trade Center in Stockholm in May 1968, 30 U.S. manufacturers exhibited analytical instrumentation for the life sciences. They made first-year sales of $491,000 and appointed eight agents.

U.S. manufacturers of biochemical test and control equipment interested in the Commerce Department exhibition at London Feb. 16-20, 1970, may obtain an exhibitors export market guide IMIS 69-70 and further information from the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (202-967-3848) or from the Department's Field Offices.

AT ANOTHER SHOW IN EUROPE, analytical instrumentation for life sciences at Stockholm Trade Center in May '68, U.S. exhibitors appointed eight agents.

Madrid to host food processing, packaging, refrigeration, air-conditioning exhibition

1966 U.S. refrigeration show recorded $4.4 million in yearly sales; many smaller Spanish firms now forced to modernize to compete

American manufacturers will return to the scene of a major export sales promotion triumph when they join the U.S. Department of Commerce in an all-U.S. show of food processing, packaging, refrigeration and air-conditioning equipment in Madrid Mar. 2-7, 1970.

Fifty-seven U.S. companies exhibiting refrigeration equipment at a Commerce show in Madrid in 1966 recorded more than $4.4 million in first-year sales and signed 41 agents to handle their products on a long-term basis. Some of these companies already have reserved exhibit space with the Department's Bureau of International Commerce for the 1970 event.

► A technical colloquium will be held in conjunction with the show and will include experts from both the U.S. and Europe.

Spain's industrial modernization drive, bolstered by $7.8 billion in public investments under the 1968-71 development plan, signals bright opportunities for selling U.S. food processing, packaging, refrigeration and air-conditioning equipment. New investments by 1971 in the food industries alone is expected to total about $370 million, according to Commerce market studies.

Many small Spanish firms are being forced to modernize and buy new equipment in order to compete effectively both in domestic and foreign markets.

Most perishable foodstuffs and beverages are processed, preserved and packaged in Spain by conventional, sometimes antiquated, canning and bottling methods. However, many of the larger plants are now installing modern units.

Food technicians and Government planners are especially interested in freeze-dry methods of food processing. The Spanish Government reportedly will extend credit financing up to 70% of the cost of a limited number of such installations.

Commercial and home refrigeration facilities are also coming into wider use, although frozen foods are still considered an innovation, except in larger cities.

Research pinpoints the following types of U.S. equipment that should sell well in the Spanish market:

► Food Processing—Fish, fruit and vegetable processing machinery; pasteurizers for the canning industry, meat processing and packing equipment, and automatic and electronic controls.

► Packaging—Sealing, closing and seaming machines; filling, wrapping and cartoning machines; shrink-packaging equipment, and vacuum and gas packing machines.

► Refrigeration/Air Conditioning—Emphasis between now and 1971 is expected to be on construction of refrigerated warehouses, especially in large urban centers, and on increasing the number of refrigerated vehicles.

► Open-type, semi-hermetic and hermetic compressors, condensers, evaporators; automatic and electronic control equipment for refrigeration assemblies; centrifugal compressors, refrigeration units for walk-ins, warehouses, trucks, trailers and mobile containers; catches, locks, display cases, freezers, cube and block ice-making machines, and water coolers.

Spain is a major market for U.S. air-conditioning equipment. Last year, U.S. exports of air-conditioning equipment to Spain were valued at more than $2 million.

A significant development in Spain's food distribution system is the remarkable increase in self service stores—from three in 1958 to 3,771 this year—a trend that offers important sales opportunities to U.S. manufacturers of air-conditioning equipment and refrigerated cabinets.

Market promotion experts will begin contacting buyers, importers, agents and manufacturing licensees months in advance of the Madrid show as part of a campaign to assure maximum attendance.

U.S. manufacturers interested in the Madrid show may obtain further information from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (202-967-3944) or from any of the Department's 42 Field Offices.

REFRIGERATED SHOWCASE was among the U.S. food service items displayed in Spain during Tourex exhibition in 1967, held at Barcelona International Samples Fair and attended by 4,000 businessmen.

Czechoslovaks put quality emphasis on Brno show; 40 U.S. firms there

Fair's directors want to attract more U.S. exhibitors; focus on consumer goods shifted to spring exhibition

By LEON LEWINS
Director, U.S. Business Information Office
Brno International Trade Fair

The autumn Engineering Fair in Brno, Czechoslovakia, was organized in conjunction with the Year of Quality—the official designation adopted by Czechoslovakia for 1969. The emphasis on quality is planned as a long-term process, aiming at continuing improvement of the country's industrial output across the board.

The Brno Fair, dating back to 1959, has registered notable development since its inception. The number of foreign exhibitors increased from 432 in 1959 to 1,651 exhibitors from 29 countries, including 1,455 exhibitors from 20 countries in the West, in 1969. Close to 40 U.S. companies participated in the Brno Fair this year. Most of these firms were represented through their European affiliates.

This year the Pavilion of Nations which formerly housed the national exhibits of the participating countries was given over to specialized exhibits, grouping products by industrial branch rather than by national origin. The national representations of the participating countries were all concentrated in the International Information Center where the individual countries set up their Business Information Offices.

The purpose of the new arrangement of displays, grouped by industrial branch, was to make it convenient for potential buyers to compare the features of similar items produced by different manufacturers and in different countries. This approach has been used successfully at fairs in Western Europe.

A random sampling of U.S. exhibitors indicated that they saw merit in the new arrangement. A number of exhibitors reported that they had made sales and expected more. A larger number of exhibitors stated that they made valuable contacts and received important leads for follow-up. On the whole, they were pleased with their participation in the Fair and were confident that substantial sales would follow in the near future.

During the course of the Fair, the staff of the U.S. Business Information Office met twice with the Fair's Director General Jan Cebis, his Deputy Karel Svoboda, Karel Riha, Director of Space Allocations, and other Fair officials.

In a comprehensive exchange of views, Cebis and his colleagues indicated that they were greatly interested in seeing more U.S. firms directly participate in the Brno Fair.

They were pleased that many U.S. firms participated through their European affiliates. They said that they understood that such participation is more convenient, more economical, and, therefore, more popular. They felt, however, that direct participation from the U.S. would provide a fuller presentation of U.S. industrial equipment that would be of interest to Czechoslovakia.

The Fair officials indicated that although exhibit space at the Brno Fair is not easy to come by, they are willing to give favorable consideration to requests for space from U.S. companies that are interested in direct participation. They also expressed their willingness to consider the possibility of placing the national Business Information Offices closer to the exhibit stands. This last consideration is intended to facilitate contacts and communication between the exhibitors' stands and Business Information Offices.

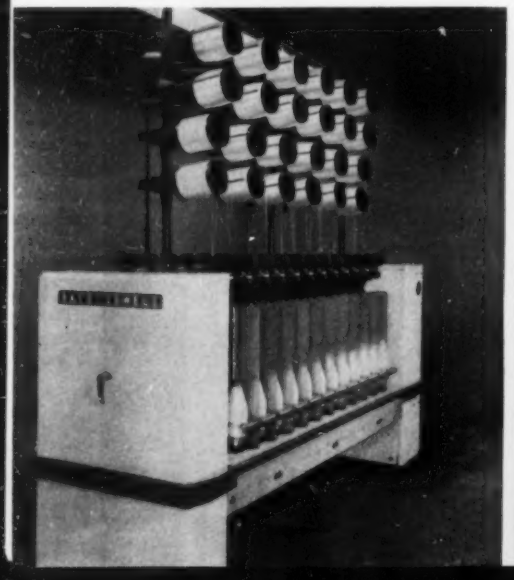
As the result of another policy change by the Fair's management, there were few consumer goods displayed at this year's Fair. Partly in order to provide more exhibit space for industrial goods at Brno's fall Fair, the Fair authorities are encouraging the exhibition of consumer goods at the spring Brno International Consumer Goods Trade Fair, which for the first time will be a fully international show in 1970. It is tentatively scheduled to be held Apr. 24-May 1.

Brno '70 engineering show open for U.S. participation

U.S. manufacturers of industrial equipment are invited to participate in the Sept. 6-15, 1970, autumn Engineering Fair in Brno, Czechoslovakia.

U.S. manufacturers wishing further information should **write:** Jiri Janku, Manager, Vystaviste 1, Brno, Czechoslovakia.

U.S. PRESENCE AT BRNO FAIR included a gold medal-winning exhibit of specialized twisting machinery for glass yarn by the Saco-Lowell Division of Maremont Corp. The machinery of this first-time Brno exhibitor was purchased by a glass fiber plant in Czechoslovakia. At right is Leon Lewins, author of the accompanying article, in a discussion with a West German trade development official at the U.S. Business Information Office.



Yugoslavs set boom curbs

Key indices show big gains over 1968; tight credit policy adopted to fight rising prices

The Yugoslav economy is booming, with industrial production, investments and consumer credit all showing strong increases over 1968 levels. Wages and prices are also on the upswing, according to the semi-annual Economic Trends Report from the U.S. Embassy in Belgrade. The intensity of the expansion has led to the establishment of restrictive credit policies and other measures to combat overheating.

Yugoslavia's rapid economic growth is creating interesting opportunities for U.S. business. The large and fast growing Yugoslav market for modern industrial and agricultural equipment continues to create good sales opportunities for American suppliers, and large government investment programs in the fields of telecommunications, highway construction, and railway modernization are expected to provide an even further expansion of this market. Since United States leadership in industrial technology is recognized by Yugoslavs, American capital goods suppliers interested in this market usually find their approaches are received with more than usual interest.

Continuing hard currency trade deficits and limited hard currency availability are expected to reinforce existing Yugoslav tendencies to seek barter-type arrangements when considering large capital equipment purchases in Western markets. These same circumstances also make Yugoslav customers especially discriminating "shoppers" for the most favorable credit and repayment terms. American companies who are able to adopt a flexible approach in these areas will find that they have a decided competitive edge in the Yugoslav market. Similarly, American suppliers who are able to accept Yugoslav surplus clearing account currencies in payment will also enjoy a competitive advantage.

Three areas with potential

In general, American exporters will find that their best sales opportunities fall into three major categories: (1) the export industries, which receive preferential treatment in access to foreign exchange, (2) efficiency-oriented fields which lie in the path of Yugoslavia's intensive modernization drive, and (3) convenience and service items demanded by the increasingly sophisticated and expanding Yugoslav consumer market.

American and other Western suppliers continue to do good business in supplying Yugoslav export industries. Tourism, catering and recreation, all key hard currency earners, continue to offer substantial prospects for American business, and these already lucrative markets are expected to expand steadily and substantially throughout the foreseeable future. Implementation of the $1 billion, 20-year "South Adriatic" regional development plan is expected to begin in 1970. This plan, prepared by the United Nations, will offer outstanding financial and commercial opportunities to investors and suppliers. (See story on page 31).

Surveys by the U.S. Embassy in Belgrade also have revealed strong potential for sales of furniture making machinery and other products connected with Yugoslavia's important export trade in furniture and wood products. American-made handtools are particularly esteemed by Yugoslav industrial and private users and represent a good export prospect.

Mineral extraction and processing continue to occupy a highly significant role in the Yugoslav economy and export picture and U.S. manufacturers of equipment for metal processing, earth moving, crushing, and flotation should continue to find good potential in the market.

The outstanding sales record achieved by the May, 1969 Department of Commerce exhibit at the Novi Sad Agricultural Fair has highlighted the existence of a large and burgeoning market for American agricultural machinery, packaging equipment, agricultural chemicals and food processing machinery. It is expected that the trend toward agricultural modernization will continue to provide abundant sales opportunities throughout the foreseeable future.

Prospects are good for a rapid and continuing growth in the use and popularity of efficiency and convenience items, with strong existing and future market potential for home and industrial airconditioning and other types of commercial refrigeration, including frozen food processing and storage equipment, automatic vending machines and cold storage lockers for slaughterhouses.

Good potential also exists for sales of modern office equipment and allied products, with particular interest being expressed in American-made microfilm and other records or filing systems, electric typewriters, electronic calculators, postage meters, carbonless paper, accounting and billing equipment, and duplicating machines.

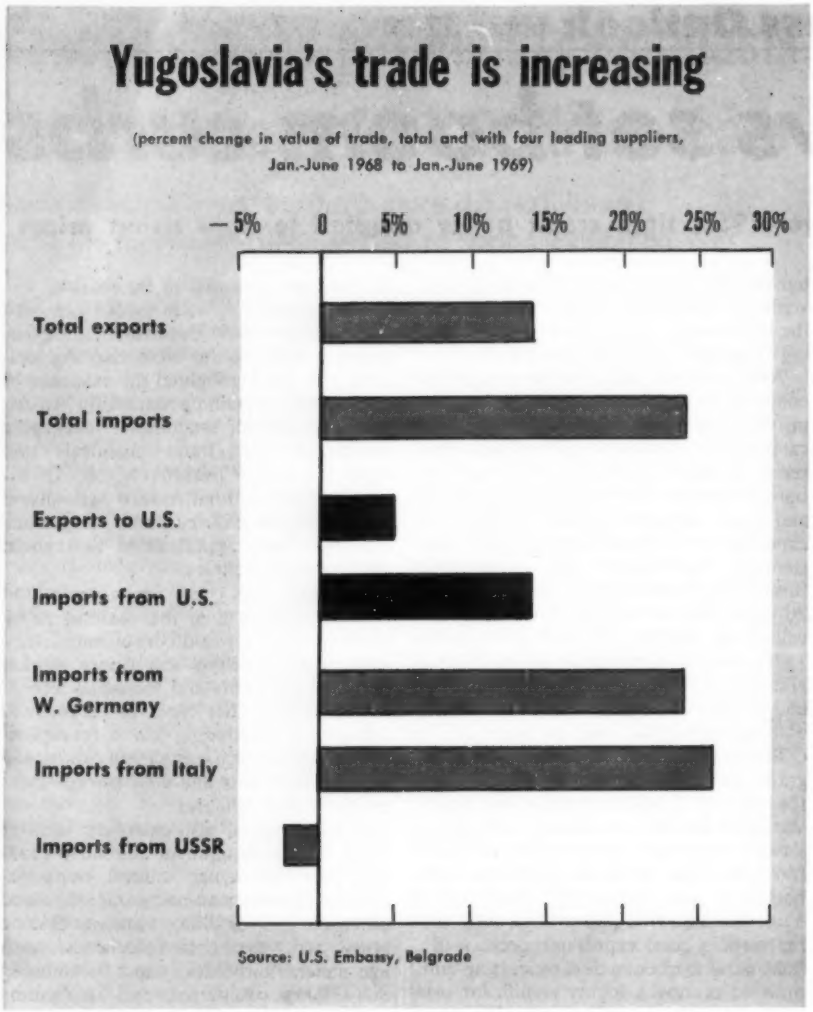
The rapidly increasing number of privately-owned automobiles in Yugoslavia would appear to offer good prospects for sales of automotive maintenance and repair equipment. Commercial laundry and dry cleaning equipment are also promising sales targets.

Balance with U.S.

During the first half of 1968, Yugoslav-U.S. trade remained in virtual balance on U.S. exports of $46.9 million and imports of $46.6 million. The U.S. export figure shows a 14% increase over the same period of 1968, indicating that American suppliers have not fully shared in the overall 24% increase in Yugoslav imports. As a result, the U.S. share of Yugoslav imports fell from 4.9% during the first half of 1968 to 4.5% in the same period of this year.

U.S. ties are encouraged

Yugoslavia continues to promote the establishment of commercial and financial links between Yugoslav and Western firms as a means of attaining the prime goal of industrial modernization. Many leading Western companies have already responded to this encouragement by signing mutually profitable licensing or long-term co-production agreements with Yugoslav enterprises. Some others have taken advantage of recent legislation to enter into joint investments with Yugoslav firms, although the number of joint investments



to date has proven disappointing. (The establishment of the International Investment Corporation for Yugoslavia to stimulate the formation of such ventures is reported on page 29)

Also, it is expected that the conditions governing profit repatriation by foreign investors in Yugoslavia will soon be liberalized to provide additional incentives. Moreover, the above-mentioned investment corporation is likely to provide a strong stimulus to American and European investor activity here. American companies having joint investment or co-production arrangements with Yugoslav firms will find an advantageous position in this market; under recent legislation such companies are eligible to open offices in Yugoslavia to provide technical assistance and other types of non-sales support to their Yugoslav partner.

At present, approximately 25 U.S. companies have production-licensing agreements in Yugoslavia, and one has undertaken a joint equity investment. Close to 200 U.S. companies (or their European subsidiaries) are represented in Yugoslavia by local agents.

During the first half of 1969, industrial production continued its rapid acceleration, with especially strong advances being registered in the fields of chemicals, electrical engineering, construction, rubber, metalworking, and footwear. January-July production is 12% above the same period of 1968, and knowledgeable Yugoslavs are predicting an overall 13-15% increase for the full year.

This production boom has been accompanied by a healthy 6% increase in worker productivity during the first half of this year. A continuing decline in inventories of manufactured items indicates that the increased production is responsive to and being absorbed by domestic and foreign markets.

Along with marked increases in industrial output and productivity there has appeared a steady rise in factory prices (in July 1969, 3% above July 1968) thus ending a period of stability in this area.

The dimensions of the Yugoslav boom are also apparent from an examination of other key indices. Investments, financed largely by the commercial banks and the individual enterprises themselves, were at mid-year well above 1968 levels. All major branches of the economy have registered investment increases this year, with the greatest rises occurring in construction, tourism, and agriculture.

Money supply, consumer credits, savings deposits, and short term credits are all showing large increases above 1968, which was in itself a record year for these categories.

Incomes and living costs also reflect the boom conditions prevailing in Yugoslavia. The average nominal wage has risen 14% above the first seven months of 1968. In real wage terms the rise was only 8%, due particularly to rises in food and clothing costs plus administered rent increases which helped drive the overall cost of living 7% above the January-June 1968 level. An acceleration in this trend seems to be indicated by the figures for July 1969, which show an increase of close to 10% over 1968.

National Bank combats inflation

To fight rising prices the Yugoslav National Bank is holding to the restrictive credit policy adopted earlier this year, but overheating of the economy continues to be a matter of concern.

The strong increases in production and investment in the face of National Bank credit restrictions have also caused a liquidity problem affecting domestic transactions in the Yugoslav economy. Some enterprises have been spending at excessive levels for the rapid expansion of production, investments, imports and wages to the neglect of their payments obligations to domestic supplier firms and the sound financing of investment projects. As a result, these enterprises are now in great need of funds.

The effects of these loose practices have been felt even by more prudent and prosperous businesses. Despite pressures from the business community, the Yugoslav Government has indicated its resolve to maintain a tight rein on money and credit and instead seek a solution to this problem by non-inflationary steps such as more rigorous sanctions for enterprises failing to meet their debts and tighter criteria for bank loans to meet enterprise

operating expenses and investment costs.

Yugoslavia is in the midst of an excellent year in agricultural production with all major crops showing increases. A bumper wheat harvest estimated at 4.8 million metric tons (10% over last year) will make the country self-sufficient in this important food grain, and the corn crop (forecast at 7.47 million tons) is also up nearly 10%. Advance estimates for sugar beets and sunflower seeds also indicate sizable increases of about 24 and 29%, respectively, over 1968.

During the first half of 1969, Yugoslavia failed to maintain the favorable balance of trade in agricultural commodities that had been recorded during the two previous years. Preliminary reports for principal items showed exports of $115 million as compared to imports of $139 million for the six-month period.

Among the exports, animals and animal products accounted for about 80% of the total, a somewhat larger figure for these commodities than during January-June 1968. However, increased imports of products such as cotton, wool, rice and oilseed meal for livestock feeding served to upset the balance for the period.

Agriculture trade surplus seen

While it is unlikely that exports of livestock and meat will continue the pace established during the first half of the year, it would appear that most of the import requirements of cotton, wool and rice have been met. It may well be, therefore, that the country's agricultural sector will once again close the year with a favorable balance of trade.

Important to the agricultural economy are the persistent difficulties that Yugoslavia continues to experience with high European Economic Community import levies. While awaiting solutions to this problem, livestock feeders, who first reacted by cutting the size of their herds, are now busily rebuilding them. Signs indicate that, despite the marketing problems involved, the country will in the long view undoubtedly forge ahead with expanding production and export of its leading rural commodities—livestock and meat.

U.S. is fourth

The United States continues to hold fourth place among Yugoslavia's trading partners, behind Italy, West Germany and the USSR; however, the U.S. share of Yugoslav total trade has dropped from 6% during 1968 to 5.6% thus far in 1969. Yugoslav exports to the United States have increased by 5% over 1968 levels.

The problem of high non-agricultural unemployment continues to plague the Yugoslav economy. Although the overall unemployment rate is estimated at a moderate 3-4%, figures for the socialized sector of the economy (which includes all industries) reveal a first half 1969 unemployment level of 359,000, or about 9%, a slight increase over 1968. Overall employment, however, showed a solid increase for the first time since the 1965 economic reform, with a trend pointing to a significant drop in unemployment during the second half of this year.

The rolls of the registered unemployed contain a relatively large number of women (40%) and young people who are probably not dependent on employment for their livelihood. First-time jobseekers accounted for all of the 40,000 (12.5%) net increase in unemployed for the first six months of 1969 over the same 1968 period.

Although unskilled workers account for most of the registrants and most of the increase in unemployment, there has also been a significant increase in unemployment of persons with higher education.

The growing tendency for Yugoslavs to accept temporary jobs as guest workers in Western Europe has served to ease unemployment problems, and it is estimated that about 400,000 Yugoslavs are now so employed.

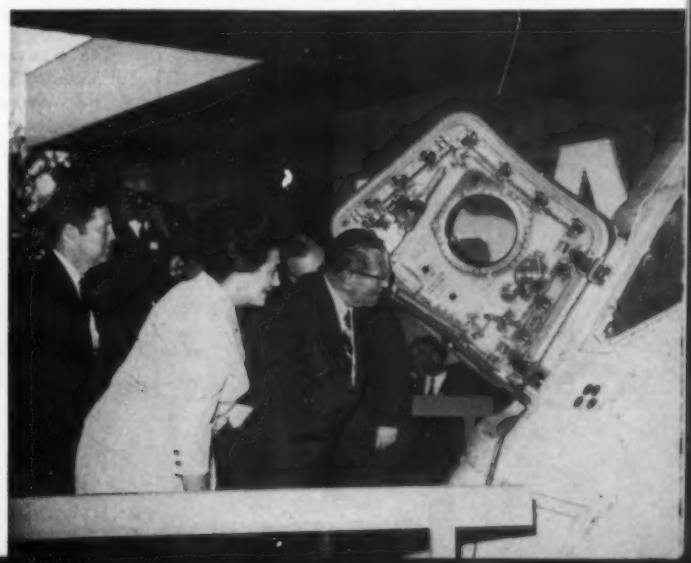
Trade deficit widens

During the first half of 1969 Yugoslavia continued to run a substantial and increasing trade deficit. While Yugoslavian exports were $641 million during that period, an increase of 14%, imports rose by 24% to $1.04 billion. The resulting January-June imbalance, therefore, stood at $398 million, or 44% higher than for the same period last year.

A regional examination of Yugoslavia's trade thus far in 1969 shows that, as in the past, the largest portion of the trade deficit was with the convertible area, which still accounts for two-thirds of Yugoslavia's total trade. The first half 1969 imbalance with the convertible area was $296 million or about 75% of the total.

Trade with East European Communist nations continues its relative decline, and in the first half of 1969 their share, excluding Albania, of Yugoslav total trade had fallen to 26%, a new low. Largely as a result of Yugoslav efforts to

U.S. EXHIBITION AT ZAGREB INTERNATIONAL FAIR held from Sept. 11 to 21 had displays from 15 U.S. companies of new consumer and technological products. Crowds are lined up outside the American pavilion to view the Apollo 8 capsule which was a major attraction of the entire fair and helped draw 801,000 persons to the U.S. displays. In right photo Frank Shakespeare (left), director of the U.S. Information Agency, which organized the exhibition, shows capsule to Yugoslavia's Marshal Tito and Mrs. Tito. U.S. industrialists also held a Zagreb symposium on research management.



draw down its large clearing account surpluses, a significant portion ($66 million or 16%) of the first six months trade deficit was incurred in this clearing account trade with the East European Communist nations. The remaining $36 million in trade deficit occurred in clearing accounts with those countries.

Industry absorbs imports

Import increases are largely due to a continued rise in purchases of industrial products, mostly from the West. During the first 6 months of 1969, Yugoslav industrial imports totaled $943 million, 90% of total imports, and a 23% increase over last year. Large increases were registered in imports of machinery, vehicles, chemicals and raw and semi-finished materials. Following a two-year decline, imports of agricultural products (mostly field crops and animal products) rose by 31% during the first half of 1969.

The export advance marks a strong recovery from the stagnation of 1968. Industrial exports totaled $528 million during January-June, an increase of 17%, while agricultural exports remained at about 1968 levels. Industrial products have now grown to account for 82% of all exports while the agricultural share (currently 16.5%) continues a decline begun in 1967.

Export gains are recorded

Substantial first half 1969 sales gains were registered in textiles, metalworking machinery, non-ferrous metals, wool products, clothing and footwear, shipbuilding and chemicals.

On the agricultural side lower EEC variable levies resulted in a sharp increase in Yugoslav meat and live animal exports during the first half of the year; however, corn exports continue a decline due to the high cost of Yugoslav corn on world markets and special duties on overland imports into Italy.

At mid-1969, it is apparent that strong increases in invisible earnings will provide a substantial offset for Yugoslavia's trade deficit with the convertible area. Yugoslavia is enjoying its best-ever tourist season, and gross receipts are projected at about $300 million for the full year, 30% more than in 1968. Also, hard currency remittances from Yugoslav workers in Western European and other nations are expected to increase by 23% to $160 million by the end of the year.

National Bank reserves continue their upward trend, and, according to the latest International Monetary Fund statistics, stood at $175 million in June 1969, an increase of $44 million over June 1968.

Improved fiscal performance helps slow inflation in Brazil; economy records solid gains

Good production and export showing of 1968 continues, but weakening in domestic sales raises some concern

Through the first half of 1969 Brazil's economy continued the good production and export performance of 1968 in most areas, according to the semi-annual Economic Trends Report from the U.S. Embassy in Rio de Janeiro. Domestic sales in certain fields showed some decline towards the end of the second quarter, however, and production in those areas may begin to be affected. Nevertheless, the basic trends in the economy continue strong, and a gradual pick-up in sales is expected toward the end of the year. First semester data indicate an increase in gross national product of between 6 and 7%, equal to that of 1968.

Brazil's increasingly developed economy and growing technology, plus the significant amount of international agency development loans, offer good opportunities for U.S. exports. There is demand for the sort of industrial products which will assist in building the country's infrastructure.

Categories in which U.S. exporters may find opportunities include metal and textile factory machinery, construction and earthmoving equipment, railroad equipment, electric power plant facilities, small aircraft, chemicals and fertilizers, and communications equipment.

U.S. firms, however, are finding it more and more difficult to compete in this market, despite the traditional high regard for their products, as a result of the good credit terms of other foreign suppliers. For example, in a recent competition for the supply of overland communications equipment the winning Japanese firm offered 7½ year terms in contrast to the best U.S. bid of a 5½ year maturity. Also, Petrobras has announced receipt of an $82 million British credit to finance the purchase of petroleum production, refining and transportation equipment; the terms are 15½ years at 5½% basic interest. Brazil's improved foreign exchange position should lead U.S. exporters to reevaluate their credit policy in order to remain competitive.

High tariff barriers probably will continue to effectively exclude most luxury imports, as well as a growing amount of non-luxury items in which Brazil is becoming more self-sufficient.

After an expansion in industrial activity in 1968 of 15%, the increase in industrial production this year is thought to be settling back to a more stable 8-10%.

In some sectors there has been a falloff in demand and an increase in inventories. The production leaders during the first five months of 1969 were metallurgy, mechanical industry, electrical machinery and communications, transportation equipment, drinks and beverages, and tobacco, all showing increases averaging better than 20%. In only two sectors (paper and cardboard, and textiles and shoes) were there small declines.

The automobile industry set the pace for industrial production during the first half of the year with an increase of 66% to 175,606 vehicles over the comparable period of 1968. This was due in part to the entry of several manufacturers and the introduction of some new models. Chrysler recently announced plans to start manufacturing the Dodge Dart in Brazil later this year. Brazil occupies eleventh place in world production of automobiles and ninth place in

Market reports

The International Marketing Information Service includes two *World Markets for U.S. Exports* that deal with Brazil—IMIS 69-102, Instrumentation Equipment, and IMIS 69-107, Chemical & Petrochemical Processing Equipment.

These reports are available for 10¢ each from any Department of Commerce Field Office or from Sales & Distribution Branch, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230.

Brazil food prices listed

A statistical summary of basic Brazilian foodstuff prices from 1967 to June 1969 has been published in Portuguese by the Brazilian Statistical Institute (IBGE). The analysis lists foodstuff prices in 26 cities. It provides both a price index summary and a listing of prices per unit. A single loan copy is available from the American Republics Division, BIC-886, U.S. Dept. of Commerce, Washington, D.C. 20230.

trucks, buses, and other vehicles. Other consumer durables such as refrigerators, TV sets, and home electric appliances also reported good sales during the first half of this year.

Steel ingot production was up 12.4% over the first half of 1968. One major producer reported it had negotiated the exportation of 40,000 tons to Argentina, having an approximate value of $3.2 million.

Housing construction continued at a high level at mid-year. The National Housing Bank announced that 446,000 housing units were under contract, with 234,000 already completed. Over the last three years new housing starts generated NCr$2.5 billion (U.S. $1.00 = NCr $4.125) in additional investments and were responsible for half of all new jobs created in Brazil last year.

Crude petroleum production rose 12.7% in the first half of 1969, cement output increased 2.8%, and electric energy consumption increased by 14.3% during that period.

Although numerous production records were set during the first half of 1969 in a variety of areas, more recently certain soft spots have emerged and have spread from sales to production. Chiefly affected, but in varying degrees, have been clothing, shoes, furniture, heavy machinery, electric household appliances, consumer electronic items and automobiles.

Several factors reportedly contributing to the slowdown are: the tight money situation which has existed since early this year; high inventories resulting from overly optimistic expectations of continuing extraordinary consumer demand; the increasing squeeze on corporate profits as a result of higher costs which cannot be passed on to the consumer, either due to price controls or competition; and the normal slackening of consumer demand at this time of year during the vacation period and when real wages are lower, just prior to the annual October-November wage negotiations. With renewed purchasing power around the end of the year, consumer buying is expected to increase.

A good indication of the level of private industrial development planned for the future is provided by the Commission for Industrial Development's list of projects approved for tax credit or customs incentive benefits. During the first six months of 1969 the amount of capital to be invested for approved projects increased 294% above the level approved for investment during the same period of 1968 and amounted to NCr$2.872 billion. The number of projects approved was 302, a rise of 44.5% above first semester 1968. The largest approved investments were in steel, chemicals, construction materials and textiles.

Brazil needs goods

Opportunities to export to Brazil continue to be very good owing to the maintenance of high levels of imports (particularly capital goods) as a result of the increased access to foreign financing and the continued expansion of business activity in 1969. Brazil's development priorities require increasing amounts of communications and transportation equipment, construction and earth-moving machinery, factory machinery, power generating facilities, and chemicals and fertilizers, as well as other categories which domestic production is unable to supply in sufficient quantities.

Agricultural production improved

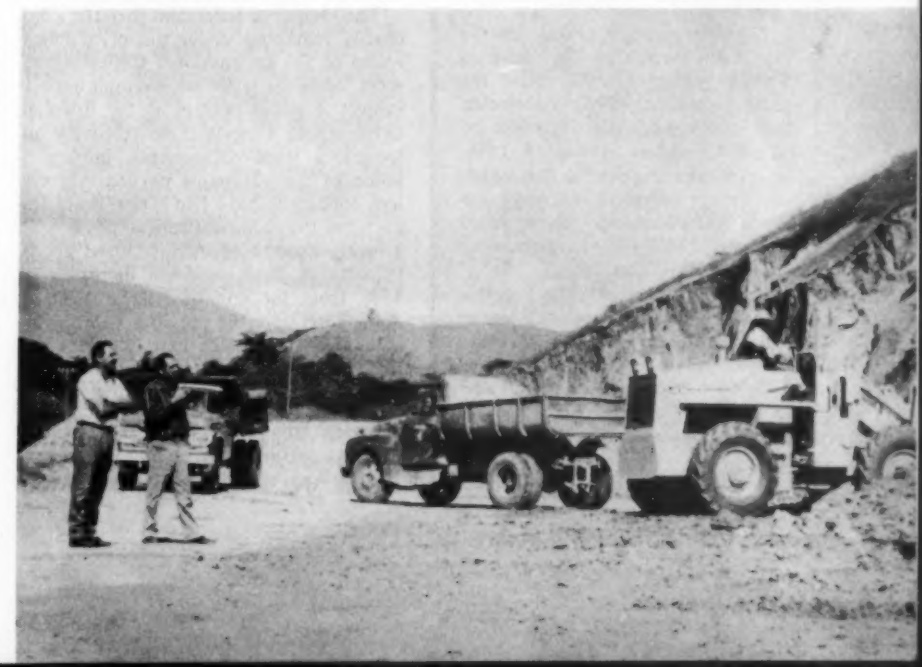
Agricultural prospects for the 1969 harvest, based on the first half of the year, are good. Production is expected to be up about 6% from last year's relatively poor level when coffee is included, and up 3 to 4% not including coffee in the production total.

Increased credit, higher food and fiber prices, greater use of improved seeds, and technical improvements are combining to boost agricultural output this year. The highest gains in production are expected from coffee, cotton, rice and wheat. However, the lack of rain in some regions, particularly Sao Paulo, has caused crop damage, and an early frost in Parana has been disastrous for that State's coffee crop.

Coffee, Brazil's major export, is estimated to have a 1969/70 harvest of 20 to 22 million bags, compared with 16.5 million bags for 1968/69. With annual demand at an estimated 27 million bags (18.5 for export and 8.5 for domestic consumption), Brazil will have to draw heavily from stocks to meet total requirements.

A widespread frost that occurred in the principal coffee-growing state of Parana in early July is expected to reduce next year's crop substantially, although weather between now and the end of this year will influence production to some extent. With large stocks on hand from former years, however, Brazil will be able to continue to fill its quota under the International Coffee Agreement. Growers appear to be holding back their coffee from the market at present, awaiting a

ON THE EAST COAST near Caraguatatuba, Brazil, U.S. equipment helps widen a narrow road into a four-lane coastal thoroughfare. It may be heavily traveled, since Brazil is 11th in world auto production.



hoped-for price rise as a consequence of the short crop.

Although wheat production is forecast by the Government to increase this year to one million tons from last year's 700,000 tons, this is still only one-third of present consumption. Brazil's commercial wheat purchases from the United States thus far in 1969 total 320,000 metric tons. A Public Law 480 wheat agreement for delivery of 400,000 metric tons with an estimated market value of $24.7 million was signed by the United States and Brazil in August.

Employment levels rose 4.3% in Brazil's five most industrialized states from January through May of 1969. Job offerings in Sao Paulo, based on the number of newspaper ads, surpassed all previous levels and were 10% above the same period of 1968. However, while maintaining a level above first semester 1968, since February of this year job offerings have been declining.

Statistics available covering the first half of 1968 show that the states having the most new employment by private enterprise during that period were Sao Paulo (167,000), Guanabara (43,000), Rio Grande do Sul (24,000), and Minas Gerais (18,000). During the first five months of 1969 wages paid increased 15.8%, a reflection not only of higher salaries but also of longer hours worked. New net employment was believed to be keeping ahead of population growth.

Effective May 1 the minimum wage was increased, with NCr$156 monthly prevailing for the Rio/Sao Paulo area, and representing an increase of 20% as compared to 23% for the 1968 adjustment. Other states were adjusted by up to 26%.

The cost of living increase for the first seven months of 1969 totalled 12.9% for Rio compared to 15.7% a year ago. In Sao Paulo the increase was 11.9% contrasted with 14.3% for January-July 1968. Foodstuffs contributed most to the increase, and a readjustment in urban transportation costs also was an important factor.

National wholesale prices, excluding coffee, through July 1969 had increased 8.7%, compared to 15.5% last year. Contributing to the rise in wholesale prices were industrial products, due to readjustments in prices of sugar, metals, chemical products, and gasoline and other petroleum products.

Better trade position

Brazil's continued sharp expansion of exports during the last year has resulted in large measure from good crops, government incentives, and monetary policy. An adjustable pegged exchange rate system, adopted in August 1968, is generally credited with having contributed to the country's continuing rapid increase in exports. By frequent but small cruzeiro devaluations at irregular intervals, speculation has been discouraged. The percentage of devaluation has varied from 1.3% to 2.6%, but was consistently somewhat less than the potential interest earnings domestically. There have been eight cruzeiro devaluations since 1968, the most recent one of 1.23% occurring on Aug. 27, 1969. Total devaluation from August 1968 through August 1969 has been 14%.

It should be noted that the official exchange rate has little effect on certain large components of both Brazil's exports (coffee—40% of the total) and imports (wheat and petroleum—20% of the total).

The former is a demand inelastic commodity marketed under the price mechanism of the International Coffee Agreement, while the latter are essential imports subject to policy control by the Brazilian Government. Despite these relatively autonomous trade components, implementation of the adjustable pegged rate system appears to have had a significant impact on the competitiveness of Brazil's growing exports of manufactured goods. Exports of these products increased by 35% from the end of August 1968 to April 1969 over the previous year, owing at least in part to the new exchange system.

In July 1969 a new incentive for the export of manufactured products was provided by regulations allowing a tax credit up to 15% of the value of manufactured exports. Manufactures had already experienced a 27.5% climb in exports during first semester 1969 over the same period last year. They have steadily increased their percentage of total exports from 3.8% in 1962 to 11.2% this year.

Machinery and vehicle exportation in 1962 totaled $12 million, whereas in 1968 it was $41 million, and in the first seven months of 1969 climbed to $26.3 million. Chemical and pharmaceutical products in 1962 amounted to $14.7 million, in 1968 were $26.3 million, and through July had reached $18.1 million. The figures for food and beverage exports were 1962, $11.3 million, 1968, $52.4 million, and through July 1969, $37 million.

During the first five months of 1969 the major import was "machinery and vehicles parts and accessories", consisting mainly of capital goods, which had risen by 17.5% to $214 million, about 34% of total imports. The second position was occupied by "manufactured goods classified principally according to raw material", having 18½% of total imports. These two categories comprised more than 50% of overseas purchases. Wheat imports were down 28.2% and petroleum imports were up only 2%, both reflecting increased domestic production.

The 10% increase estimate for all categories of imports during the first semester over the first half of 1968 is expected to lessen for the last six months. By having eliminated the incentive of importers to speculate against large devaluations, the new exchange policy may have caused the postponement of some imports from the fourth quarter of 1968 to the early months of 1969. If so, imports are likely to in-

Trade rises again

Brazilian exports (FOB) for the first seven months of 1969 totalled $1,195 million, 17.7% above the same period in 1968. It is projected that total exports for 1969 will be about $2 billion, a rise of 14%, which is almost equal to last year's percentage increase. Of total exports, manufactured goods would comprise $240 million against last year's $150 million.

Imports (CIF) during the first five months of 1969 amounted to an estimated $865 million, up 9.9% over the same period last year. For 1969 as a whole they are projected to reach $2 billion, an 8.5% increase, compared with a 29% rise in 1968.

Coffee less important

Brazil's major export, coffee, has occupied a declining percentage of total exports in recent years. The 52.9% level of 1962 has steadily declined to 41.2% in 1968 and was 34.8% during the first 7 months of 1969. This year's unusual low level of export, however, is primarily due to a strike in U.S. Atlantic and Gulf ports early this year, and to lower world coffee prices.

After coffee, cotton has emerged as the number two export in the first half of 1969, registering an 85.4% jump over the same period of 1968. Iron ore also showed a substantial increase in tonnage to more than 10 million metric tons and has surpassed sugar in export earnings.

crease at a slower rate in the latter part of 1969 compared to 1968.

Although the Central Bank recently eliminated advance import deposits for goods with tariffs of 50% or over (except autos and other "superfluous" products) total imports are not expected to rise sharply due to the relative scarcity of domestic credit and selected measures to discourage certain luxury imports.

Monetary policy during the first half of 1969 showed the government's determination to control inflation. The increase in the money supply was restricted to only 9.1% in comparison with 19.5% for the corresponding period of 1968.

During May, commercial banks were required to reduce interest charges to range between 1.8% and 2.0% per month as part of the government's effort to lower the cost of money and at the same time force banks to lower operating costs. Banks attempted to compensate for the reduction in revenues by reducing costs and competing more intensively for free deposits. The high level of business activity in the first half of 1969 has kept credit requirements high.

Budget improvement is key

Improved fiscal performance is the major factor contributing to the declining rate of inflation noted during the first semester. A 23% real increase in revenues and improved control over expenditures brought about a marked reduction in the federal government budget deficit.

The 1969 first semester NCr$260 million deficit compares with NCr$882 million in the first semester 1968. The lower deficit and an increased net sale of Treasury obligations allowed repayment to the monetary authorities of NCr$575 million, as compared with borrowing of NCr$1,086 million in the first semester 1968. The 1969 full-year fiscal deficit is expected to be about NCr$600 million as compared with a deficit of NCr$1,227 million in 1968.

Brazil's ability to obtain overseas loans was highlighted in May by the World Bank reiteration of its commitment made a year ago to give favorable consideration to a loan program totalling $1 billion over a five year period, provided suitable projects could be submitted. A substantial part of the loans are reported to be in the fields of transportation, education, and agriculture, with emphasis on irrigation.

During the first five months of 1969 the Inter-American Development Bank approved loans of $25 million to Eletrobras and $26 million for development of livestock in the states of Minas Gerais, Bahia, and Expirito Santo. The Export-Import Bank also had extended two loans totalling 19.9 million to Brazilian firms.

In April the U.S. Agency for International Development announced the release of $50 million of the commodity import loan which was signed in 1968. It also signed a project loan of $32 million for a hydroelectric project in Rio Grande do Sul.

This year the stock markets suddenly caught the public eye after three years of numerous government incentives designed to persuade companies to go public. Prices have multiplied and volume quintupled for the limited number of issues traded, without any equivalent increase in earnings.

Fiscal incentives and alteration of government tax policies have provided a base for this increased activity. The quick, although risky, returns have attracted money normally invested in financial acceptance papers, contributing to the credit squeeze.

Mutual funds have been one of the major forces in the market, receiving funds directly and indirectly from individual investors. Legislation allows 3% and 5% of the tax bills of corporations and individuals, respectively, to be put into special investment funds. These funds, in turn, can invest up to 30% of their portfolios in the limited number of approved shares which are traded. In view of the continuing credit shortage, more and more companies undoubtedly will begin to issue stock to raise equity capital.

In late August a law was issued creating a government Mineral Resources Exploration Company to explore and develop Brazil's mineral resources. This company will be 51% government-owned and the remaining 49% of shares will be offered to other Government and private companies and to the public at large.

The creation of the company has been justified on the grounds that mineral exploration and research in Brazil has progressed too slowly under the present system and methods employed, and a new concept was needed to fully utilize available technical, geological, and engineering talents to broaden and speed up mineral development throughout Brazil. The intent is to make these technical and professional resources available to private industry concerned with such development in those cases when they are not otherwise available, principally because of the lack of adequate private financing.

The business community has some reservations about the law fearing that the Government is overstepping into the private industry sector and that there is danger that the company might grow to the point that it would monopolize minerals development throughout Brazil.

In its first step to establish an aircraft industry the Government created at the end of August the Brazilian Aircraft Company (EMBRAER), with 51% of its shares to be government-owned. Capitalized at NCr$50 million, the company's chief activity will be to produce the "Bandeirante" airplane, a two-engine turbo-prop with tricycle landing gear and maximum weight of 4,500 kilos. It is equipped with two Pratt and Whitney turbines of 580 HP each and can carry nine passengers. The aircraft has been test flown since October 1968. The Government considers its characteristics most suitable for general use in Brazil. A major purpose of the new company will be to stimulate the growth of aeronautical and related companies much in the same manner as happened with the Brazilian auto industry.

Although the Government's stated policy is to strengthen the private sector, the long term trend has been towards increased government participation in the economy. One study indicates that from 1963 to 1968 the percentage of government control of the 30 largest business enterprises increased from 59% to 73%. The federal and state governments are reported to control 78% of the 30 largest public utilities, 50% of the largest industries, and 65% of the 30 largest banks in Brazil.

A STEVEDORE at the Port of Milwaukee views one of two preassembled sections of a 70-foot cooler built by Allis-Chalmers for use in a cement plant now under construction near Rio de Janeiro.

Congo develops steadily

Prospects for continued economic growth are highly favorable, but some problems exist

The economic situation of the Democratic Republic of the Congo is marked by generally stable conditions and rising production, according to the semi-annual Economic Trends Report from the U.S. Embassy in Kinshasa. Prospects for economic growth and development are more favorable than at any time since independence. However, economic stability is of such recent vintage as to be still relatively fragile. The latent threat of renewed inflationary pressures requires continued prudent fiscal and monetary policies on the part of the Government and central bank, if the accomplishments of the last two years are not to be swept away by another wave of runaway inflation. Economic growth is still hampered by serious infrastructure deficiencies, particularly in the field of transportation.

For the past decade the United States has played a leading role in helping the Congo maintain its territorial integrity and set the stage for economic growth. In the past, U.S. aid has been designed principally to compensate for foreign exchange shortages and inadequate domestic production of food and fiber. Through the Commodity Import Program, Public Law 480 grants and loans, and other forms of assistance, the U.S. has devoted about one-half billion dollars to the Congo.

Now the time has come when the U.S. can move from emergency support toward development aid, focused on such priority sectors of the Congolese economy as transport, agriculture and education. U.S. aid programs continue to entail significant export opportunities for American products and services. During the transition period, considerable supporting assistance loan balances remain to be utilized for the importation of American commodities and generation of local currency counterpart funds.

Political and economic stability, as well as bright prospects for development and growth, are making this potentially wealthy country an increasingly interesting market for foreign business. Anticipated public investment, both from domestic resources and from funds made available by American and other foreign aid donors, will create important sales opportunities in the field of capital equipment for the country's rail and river networks, utility companies and civil aviation.

The latter field offers opportunities for navigational aids, communications equipment, and long and medium range jets, as well as light aircraft. The expansion and modernization of the mining and metallurgical industries will develop at an accelerated rate as a result of improved infrastructure and the general quickening of economic activity. This sector offers particularly interesting export opportunities for mining equipment and machinery and a plethora of related goods.

The Congolese consumer goods market, on the other hand, is not likely to grow at an appreciable rate in the immediate future, given continued low standards of living and limited purchasing power.

Western European and Japanese firms have been quick and effective in seizing opportunities offered by the Congolese market. During 1969, Belgium, Japan and other countries manifested their interest in the Congo through a succession of high level commercial missions and participation in the successful Kinshasa International Fair, held in July 1969 with nearly 30 countries and 500 firms taking part.

Third-country competition is making it increasingly difficult to retain the U.S. market share in the Congo, partly because of certain advantages enjoyed by European firms and partly because the Congo's foreign exchange position has made the country less dependent on U.S. dollar loans tied to procurement in the United States.

European suppliers, especially Belgian firms, enjoy well-established trade relationships here. They have the advantage of better communications, lower transportation costs, a more intimate knowledge of the country and its needs, and no language barrier. More importantly, creditworthy Congolese companies are able routinely to obtain credit terms from Belgian and other foreign suppliers, but not from U.S. firms or banks.

Also, the successful foreign suppliers are on the scene in the Congo with their own men making the personal effort necessary to act on sales opportunities and expand their markets. Frequently these firms offer better service following sales than U.S. firms. The Japanese, who began to penetrate the Congolese market less than two years ago, already have captured the lion's share of sales in transistor radios and cotton cloth and are doing extremely well in such fields as automobiles, trucks and tires.

U.S. has advantages

Despite such keen competition, there is no reason why the United States should not be able to expand its share of the Congolese market in absolute as well as relative terms. The volume of Congolese imports is rising rapidly. We enjoy several advantages in this market, such as (1) the high prestige of many American products and the level of U.S. technology; (2) the absence of discriminatory tariffs and other restrictive trading practices; and (3) an aid program geared to promote American exports and follow-on possibilities for commercial sales.

The Congolese Government has made it abundantly clear that it would welcome more American products and direct representation of American firms in the Congo. Needed to capitalize on existing opportunities are greater initiative, aggressiveness and concern with local needs and circumstances on the part of American firms. Rather than continue to deal in commodities where we can easily be undersold from Europe or Asia, U.S. business should concentrate on fields where we can offer better quality, technological advance or price equivalency.

Most importantly, on-the-scene American salesmanship and follow-up (rather

Interesting possibilities

The Congolese economy offers important foreign business and investment opportunities. The most interesting sales possibilities lie in the capital equipment market, covering a wide range from the needs of the mining industry to civil aviation.

Third-country competition for the Congolese market is alert, keen and effective, and greater effort is required from American firms if the United States is to retain and increase its share of this market. To take better advantage of existing opportunities, more direct, on-the-scene involvement by U.S. firms, more attractive credit terms, and more effective service and follow-up are essential.

than through European intermediaries) plus better credit terms could achieve significant results in improving the U.S. commercial position in the Congo.

Thanks to production increases, but more especially to high world prices for its key export commodities, the Congo enjoys a balance-of-payments surplus, relatively high government revenues, and rapidly growing foreign exchange reserves.

Copper remains the Congo's most important product. In 1968, when production of the metal reached a record 326,000 tons, copper accounted for 61.5% of total export receipts. In value terms, receipts for copper were twice as high as in 1965.

With the help of a new concentrator now in use at Kamoto (Kolwezi), the giant national copper company, Gecomin, expects to increase 1969 copper production to a new high of about 356,000 tons. Congolese copper production is expected to rise steadily during the 1970's.

In addition to Gecomin's plans for significant expansion of its operations, the recently created Congo-Japanese mining company SODIMICO hopes to produce 100,000 tons of copper from its Katanga concession by the end of the coming decade. Other foreign firms are showing interest in obtaining still unexploited mining areas. By conservative estimate the Congo will double its present copper production in ten years' time, reaching approximately 50% of current U.S. production levels.

Production of most other minerals mined in the Congo, such as manganese, cobalt, tin, gold and cassiterite, is also increasing. Only industrial diamonds, crude zinc concentrates, coal and colombo-tantalite showed a decline in 1968.

Congolese agriculture has made a remarkable comeback after the disastrous economic dislocations caused by the secessions, rebellions and civil war which followed Congolese independence. Since 1965 over-all agricultural production has increased by nearly 80%. This success must be ascribed largely to the return of political stability and pacification of the Congo's rural areas, rather than to significant new investment.

In 1968, the Congo increased production of its three principal export crops—palm products, coffee and rubber. In value terms, however, the evolution has been less favorable because of declining world prices for these commodities and resulting deterioration of the terms of trade.

In December 1968, for the first time since independence, the Congo exported several thousand tons of cotton fiber. According to one estimate, 1969 production of fiber may reach 20,000 metric tons, of which the Congolese textile industry will probably absorb about 12,000 tons, leaving 8,000 tons for export sales.

Domestic consumption crops such as corn, peanuts and manioc, which are grown partly in rotation with cotton, have also shown significant increases. Major growth in agricultural production beyond present levels, however, appears blocked for the time being by the inability of the transportation system (especially the feeder road network) to evacuate significantly greater agricultural production than is the case at present.

Output strictly domestic

The Congolese manufacturing industry caters exclusively to domestic markets. Except for production of some items for other industrial sectors, chiefly the mining industry, the manufacturing sector concentrates on relatively few, basic consumer needs such as cotton textiles, shoes, beverages (beer and carbonated soft drinks), cigarettes or bicycle assembly.

Faced for the first time with serious import competition when quantitative restrictions on imports were lifted in June 1967, the manufacturing industry went through a rather difficult transition period in 1968. Import competition had a particularly severe effect on the important textile industry and on firms producing items such as bicycles and metal furniture.

While the index for over-all Congolese industrial production registered a seven-point gain in 1968, production of manufactured goods declined by about 7%. By the second half of 1968, however, manufacturers began to benefit from the influx of new equipment and raw material made possible by the removal of import restrictions. Since the beginning of 1969 production of manufactured goods has been rising.

With continued heavy demand for office and factory buildings, hotels and housing in the major population centers, the Congolese construction industry is working near capacity, with high and stable output levels for the past year.

Economic stability, rising production

Nationalization dispute settled

Union Miniere (formerly Union Miniere du Haut Katanga) issued the following press release from its headquarters in Brussels on Sept. 25.

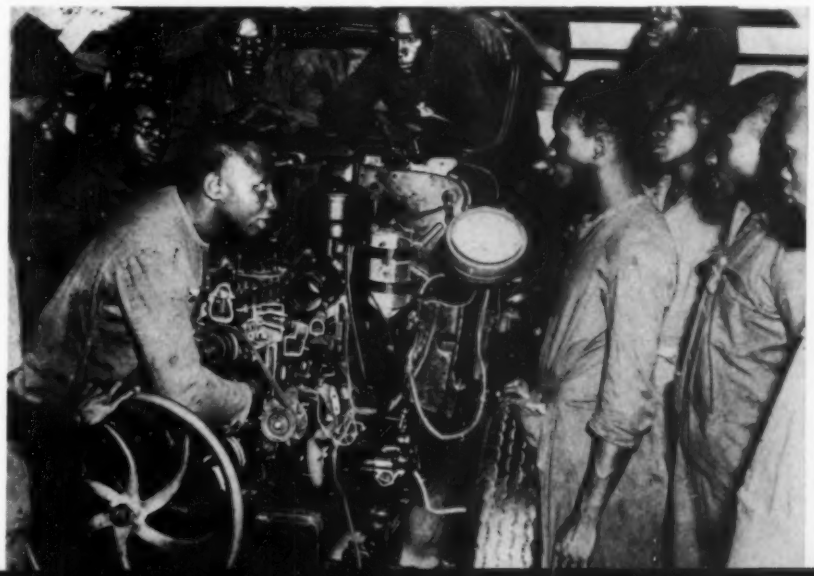
"An agreement constituted by an extension for 25 years of the assistance convention between the Societe General des Minerais and Gecomin has been concluded at Kinshasa under the auspices of the Congolese authorities.

"A modification of the arrangement of this convention will permit the Societe General des Minerais to provide our company during the course of the next fifteen years a satisfactory compensation for the loss of our Congolese properties.

"This arrangement resolves in a constructive and definitive manner the dispute between the Democratic Republic of the Congo and our company.

"The ultimate amount of the compensation will depend on the production of Gecomin and the value thereof. It is thus directly related to the prosperity of the Congolese minining industry."

INFLUX OF NEW EQUIPMENT due to removal of import restrictions has increased the need for trained personnel in the Congo. Here, student drivers inspect a truck engine. (World Bank)



and increasing economic and commercial activity are attested to by a number of key indicators, such as rising electric power consumption. (As work on the ambitious hydroelectric project at Inga in the Bas-Congo progresses, further significant increases in electric power can be expected. The potential of the projected Inga dam is such that eventually it may become the lifeblood of a vast industrial complex.)

The quickening of Congolese economic life also manifests itself significantly in the rising volume of goods and passenger traffic. Congolese ports handled 14% more tonnage in 1968 than in 1967 (and 44.4% more than in 1965). The volume of goods transported internally in 1968 rose by 6%.

However, as already noted, the inadequacies of the transportation system are becoming an increasingly serious obstacle to economic growth, especially in agriculture, commerce and tourism.

The principal transport arteries of the Congo are based on a combination of railroads and inland waterways. While the Congo is well endowed with waterways to bridge its vast distances, there are numerous natural obstacles to navigation. Thus, the Congo-Lualaba system is divided by rapids and waterfalls into separate navigable stretches requiring trans-shipment by rail at several points, i.e. from the principal seaports of Matadi to Kinshasa; between Kisangani and Ponthierville; and again between Kindu and Kongolo.

CONGO'S COPPER PRODUCTION SHOULD DOUBLE in the next ten years, according to conservative estimates, and output of most other minerals is also on the rise. More imported machinery such as this will be needed to mine them.

The relatively well developed rail and road network which existed before independence suffered much deterioration during the turbulent post-independence years. Besides, this network was created to respond to now outmoded colonial relations and trade patterns. Hence, even if it were fully restored, it would be inadequate to present-day needs.

Conscious of the vital importance of transportation infrastructure for the further development of the country, the Congolese Government as well as foreign donors like the U.S. Agency for International Development, the World Bank, and the Common Market's European Development Fund are investing significant funds in planning, construction, equipment, and maintenance for a modern transportation system, encompassing road, rail, river and air.

AID and the IBRD will assist the transport agency OTRACO and the Service of Navigable Waterways in improving, modernizing and extending river operations. AID is prepared also to help the Congo develop and modernize its airports, and the national airline Air Congo has made much progress in modernizing its fleet.

A private consortium is promoting plans to connect the railroad now linking Kinshasa and the Atlantic Ocean port of Matadi with the more extensive rail systems which serve the Eastern Congo (and connect with rail lines in East Africa and Angola) in order to create the first trans-Congo (and Africa's second transcontinental) railroad system.

Imports outrace exports

Congolese exports increased significantly in 1968, reaching an estimated value of nearly $580 million. This high figure reflects increased production and, more importantly, high copper price levels. Since world copper prices maintained their steady climb during 1969 at the same time that Congolese copper production jumped by an estimated 30,000 tons, the 1969 export figures may be expected to be well in excess of those for 1968.

However, even though exports rose far above 1967 levels, the Congo's trade surplus shrank as the result of an even sharper rise in imports. The Congo's balance of payments surplus also declined somewhat from 1967 levels, but the country's reserves in hard currency and gold have maintained their dramatic growth, passing the $200 million mark in mid-1969.

On the other side of the ledger, foreign debt (principally suppliers' credits) increased, without, however, reaching alarming proportions in relation to foreign exchange earnings.

Approximately two-thirds of Congolese Government revenues are derived from levies on exports and imports and from indirect taxes. The remaining third comes from direct taxation of incomes and profits. Receipts have grown rapidly since the monetary reform, doubling between 1967 and 1968. They are expected to reach $400 million in 1969 and again in 1970.

Government expenditures, however, have risen just as sharply as receipts. While budgetary discipline and controls have become far more effective than they were in earlier years, the Government still finds it difficult to keep receipts and expenditures in balance.

In a recent public statement the Congo's Finance Minister warned against the inflationary effects of disequilibrium in public finance and emphasized the need to hold next year's expenditures to $400 million. He urged that of this sum, $100 million should be devoted to investment spending, much of it on transport.

Continued expansion of the money supply, partly as a result of government spending, poses a potential danger to economic stability. The effects of this expansion began to make themselves felt

Welcome mat is out

The investment climate in the Congo is excellent. Foreign investors are welcome in the Congo. A recently promulgated investment law offers major tax and other advantages to foreign investment of developmental interest, and American investors here may also benefit from the U.S. Government's investment guaranty program.

Major investment opportunities exist in mineral exploitation, agro-industry and tourism. The Congo's potential wealth in minerals, agriculture and hydro-electric power is so great that with judicious allocation of domestic and foreign resources and prudent management of the economy, the Congo may be able to reach self-sustained economic growth well ahead of many other developing countries.

in March 1969 when, after a nine-month period of unprecedented price stability, consumer prices in markets and stores resumed their upward movement. Since the beginning of the year consumer prices in Kinshasha's markets have risen at an average annual rate of nearly 14%.

At this juncture prices have reached a level nearly 100% above that of June 1967, when sweeping economic and monetary reforms were introduced to halt galloping inflation.

Wage levels have not kept pace with price increases, and purchasing power is still falling despite a 10% across-the-board increase in minimum wages permitted by the Govenment in 1969. Unless the price spiral can be brought under control again, pressures for further salary increases are bound to grow.

The Congo's central bank (National Bank of the Congo) maintains an anti-inflationary policy of credit restraint, but indications are that the bank may shift from the present rigid credit ceilings allotted to the Congo's five commercial banks to a more flexible policy, taking more account of the credit needs of an expanding economy and the currently excessive liquidity of the commercial banking system.

The projected creation of a Congolese development bank should also help ease the shortage of credit, particularly for medium and long-term investment of developmental interest.

Perhaps the most significant observation that can be made about the state of the Congolese economy today is that suddenly it no longer seems necessary to contrast current conditions with the bad old days before the monetary reform. One can now say that things are going well in an absolute sense rather than merely relative to a time when they were terrible.

The outlook is "generally fair, with a few clouds." Present trends point toward general stability with some inflation; high government revenues, increasing public and foreign private investment, and considerable progress in building up the country's infrastructure. The potential wealth of the Congo, not only in minerals but also in agricultural resources, is such that with judicious allocations of foreign and domestic resources, and prudent management of the economy, the Congo could become the first country in Central Africa to reach self-sustained economic growth. The clouds on the horizon which detract somewhat from this bright prospect represent the conceivable return of severe inflationary pressures and possible fluctuations in international prices for mineral and agricultural commodities, which could reverse the rise in national income.

Haiti's steadily improving industry now provides over one-third of country's exports to United States

Continued expansion in output of light manufactures is likely, but weak government fiscal position hurts agricultural exports

There has been some recent improvement in economic conditions in Haiti's capital, but the traditional economy in the countryside and regional towns is not sharing in this progress. The annual Economic Trends Report from the U.S. Embassy in Port-au-Prince points out that most Haitians still make their living by subsistence agriculture, and that the living standards of this group have changed little in recent years.

Coffee exports continue at levels far below the recent past and well below Haiti's quota under international commodity agreements. Centrifugal sugar production was off 8% in 1969 from the previous year, and off 20% from the level of 1965. The drop was in part due to a sustained drought affecting the Caribbean, and in part due to lessened incentives for growers due to high taxation. As a result, Haiti was unable to provide all the premium-priced quota sugar which it might have exported to the United States in 1968 and 1969.

Expanded production and exportation of essential oils reached a high in mid-1969 as the Government moved to control the industry. Meanwhile, for the bulk of agricultural staples, production figures are unavailable. Price indications suggest that crops have been about average in the past two years.

Noticeable industrial growth

In contrast to the stagnant agricultural situation, there has been some noticeable growth of light industries in the capital, particularly in firms producing for export. Some of the companies are associated with foreign (usually American) capital, while others are purely Haitian owned.

One of the most profitable patterns involves importing components from North America, assembling them in Haiti, and re-exporting to the dollar markets. As an indication of this growth, during the first half of 1969 some 37% of Haitian exports to the United States were manufactures. Exports of bauxite from the American-owned mine near Miragoane are expanding, while shipments of copper concentrate from another mine near Gonaives are generally steady.

Total exports to the United States in 1968 totaled $26.3 million, or about 72% of all exports. This is below the record year, 1951, when exports to the United States were just under $33 million, largely due to high coffee and sisal prices at that time.

Cross-currents in the export picture make projections rather difficult. Coffee shipments apparently are down, at least in part due to price resistance by the country's hundreds of thousands of small producers. Until May 1969, the central Government was collecting, in various taxes and fees, about one-third of the proceeds from each bag sold, leaving the small grower about $15 per bag of 60 kilos. Exportable coffee became increasingly difficult to locate until the Government dropped its tax by $3 per bag, whereupon substantial supplies appeared on the market. It is feared by many in the trade that peasant producers have uprooted old coffee trees and replaced them with food crops in the past few years, rather than sell the product at such low prices.

On the quality side, only a small fraction of Haitian coffee is washed (the type usually purchased by the American market), and hence the price received internationally is lower than for coffees which receive more care in their production.

Unusually high taxes on sugar apparently have had a similar effect in that industry, causing independent producers to substitute vegetable crops and thereby reducing the cane available to the country's two centrifugal sugar mills.

In 1968 and early 1969, there was discussion concerning the possibility of setting up one or more free zone industrial parks in Haiti, to facilitate the expansion of export-oriented light industries. Though the idea was endorsed by elements in the Government, enabling legislation still remains to be approved, and the future of the project is uncertain.

Several foreign investments of some

importance have been made in recent months. A Canadian group contracted for the operation of the country's sole flour mill, which was acquired by the Government from its previous American owners. Another Canadian group has taken over the national telephone system, and plans to expand service to 5,000 operating lines by the end of 1969. Cuban-American interests are bringing to completion the construction of a sugar mill near Cap Haitien.

Three new commercial airlines (Trans Caribbean, Caribair, Compania Dominicana de Aviacion) have begun Haitian service, and several new cargo carriers are also exploring the Haitian market. Passenger air travel appears to be up about one-third over comparable periods in 1968, and air cargo is expanding at a similar rate.

Tourism is showing continued growth, the great majority of tourists being North Americans arriving by air. A number of smaller hotels which had been closed for some years have been reopened, and some of the larger hotels are expanding or refurbishing their operations.

The combination of hotel activity and industrial investment has led to a small upturn in the construction industry, which had been in a slump for some years. An urban building boom does not appear likely for some time, however.

Power is a problem

Companies serving the local market have shown less improvement than externally-oriented firms. The American-owned electric utility in the capital continues to be plagued by widespread power thefts. In addition, the Government, which is a major power user, makes only token payments on its account. Since the company's working capital position has been impaired, it is unable to meet recurrent power shortage by investing in new equipment. In addition to residential rationing, which has become a customary annoyance, industrial consumers may have to be rationed in the months ahead if demand continues to expand at current rates.

Gasoline companies report only minor growth in sales of their products, which bear high taxes (low-test gasoline sells for U.S.$0.60 per gallon). The highway system continues to suffer from lack of adequate maintenance, and the country has less than twenty thousand motor vehicles.

Some consumer items (cigarettes, soft drinks, movies) appear to be finding expanded markets; this may be due to the new jobs in light industry plus the multiplier effect that the new employment creates.

The Haitian fiscal situation continues to worsen. A report prepared by the Ministry of Finance claimed estimated receipts of US.$47.7 million for fiscal year 1968/69, which ended on Sept. 30. This is close to 20% of the estimated cash gross national product of $¼ billion—a comparatively high proportion in Latin America.

Most of these funds are presumably used to pay an estimated 40,000 government personnel, though there has been no published budget for the current fiscal year.

The Government is spending about $1 million per year for a hydroelectric power development at Peligre (an Italian firm has the turbine contract and completion is several years off). Roughly $1 million has been spent for improvement of a stretch of road to the west of the capital. Some work has begun on repairing the pier in Port-au-Prince. An initial improvement in the capital's water supply system was carried out with a long-term soft loan from the Inter-American Development Bank, and the Government is seeking additional credit from the bank for further water development.

Other projects for which the government is seeking external aid include the roadwork mentioned above, port expansion, potable water development in the provinces, and storm sewers for sections of the capital which currently are flooded in each tropical rainstorm.

Arrears continue to mount on a series of government debts to the United States Government, other foreign governments and international organizations. Internally, in addition to the expanding debt to the power company, other major American firms, including an airline and a petroleum company, have government bills outstanding.

American charitable organizations distributing relief food provided by the American taxpayer have had their working capital positions impaired because the Government has not met commitments to cover expenses for inland transportation.

It has been hard for the Government to attract responsible investors for projects such as resort development. On the other hand, an experienced American gambling concessionaire reportedly agreed in August to reopen the nation's casino, an operation which had been closed in January 1969, when the previous American concessionaires were expelled.

Gourde-dollar ratio maintained

The Central Bank continues to advance funds to the Government, though not rapidly enough to keep salaries current. Though the country's fiscal procedures have not met the minimum requirements for the resumption of an International Monetary Fund standby agreement, monetary policies have been sufficiently cautious to maintain the gourde-dollar ratio.

Commercial credit continues to be high cost and, for the most part, unavailable. The country continues to be characterized by extremely low wage levels and high unemployment. The Central Bank continues to operate with negative foreign reserves.

Continued expansion appears likely in the present export-oriented industries, particularly those directed toward the North American market. As a result, imports too are likely to expand. Traditional exports such as coffee are likely to continue in the doldrums. The government fiscal position shows no prospects of improvement and is hurting agricultural exports and the electric power situation. The continuing availability of low-cost, well-motivated labor is likely to attract additional American manufacturing investment in the months ahead, usually in association with established Haitian businessmen.

U.S. is main supplier

U.S. exports to Haiti rose 8% in 1968 over 1967, to a level of $24 million FOB, or about 60% of all Haitian imports. This is still far below the record year of 1956, when the United States exported over $37 million worth of goods to Haiti. Some 53% of current American exports to Haiti are manufactures. The level of imports from the United States in 1969 will probably surpass that of 1968.

ADB to help Malaysia study palm oil marketing system

The Asian Development Bank has approved a request from the Government of Malaysia for technical assistance in a marketing study of oil palm products.

The study, to be made by a consulting firm, will review the oil palm products marketing arrangements of the Federal Land Development Authority (FLDA), a government statutory body engaged in land development and settlement as well as in agricultural diversification programs.

The study will make proposals and prepare detailed plans, including operational procedures for improving the FLDA marketing organization. It will also make recommendations on storage and shipping of oil palm products.

U.S. banks, IFC in new investment unit for Yugoslavia

Anthony Solomon named to head international development venture

A pioneering type of investment company has been formed through which private businesses will invest in joint industrial, agricultural, and tourism and other service ventures in Yugoslavia.

Capital in the new company, called International Investment Corporation for Yugoslavia (IICY) will be subscribed by 12 Yugoslav banks, the International Finance Corporation (IFC) of the World Bank Group, and a large number of European, American and Japanese banks.

The company was organized by the sponsoring Yugoslav banks and IFC, to conduct operations made possible by legislation previously enacted, following the 1965 economic reforms, in Yugoslavia. In the International Investment Corporation for Yugoslavia, IFC is making its first commitment to a venture intended to assist the economic development of Yugoslavia. The IFC investment follows upon many World Bank loans to Yugoslavia.

Four U.S. shareholders

United States shareholders in IICY are Chase Manhattan International Investment Corp., Girard International Investment Corp., Marine Midland International Corp. and Philadelphia International Investment Corp.

The principal purposes of IICY will be to put together joint ventures involving foreign private and Yugoslav enterprises. IICY will put some of its own money into these ventures. It will help to organize new enterprises, or expand existing ones, in fields including industrialization, service projects including agriculture and tourism, and extractive enterprises. IICY will also back promotional and pilot operations.

The sponsoring Yugoslav banks are to supply $3 million of IICY's initial equity capital of $12 million, and IFC is to supply up to $2 million. Commitments in principle to supply the remainder have been received from nearly 40 other financial institutions around the world, most of them in Continental Europe. The financial institutions of Continental Europe that have agreed to become charter shareholders are providing a third of IICY's capital, $1,500,000 to come from Germany and $1,000,000 from Italy, the remainder of $1,500,000 from Austria, France, The Netherlands and Switzerland. United Kingdom banks are expected to provide $1 million of share capital, banks in Japan $500,000 and United States banks $1,500,000.

The sponsors announced that they have nominated Anthony M. Solomon, former U.S. Assistant Secretary of State for Economic Affairs, to be the president, and Zoran Zagar, of Yugoslavia, to be IICY executive vice president.

Canada investigates imports of sweaters

U.S. exporters can attend February hearing in Ottawa

Canada's Minister of Finance has directed the Canadian Tariff Board to make a study of the impact of imported sweaters, cardigans and pullovers on Canadian manufacturers. The Minister also instructed the Board to study the impact of such imports on other related products, including fibres and yarns and other products produced by the Canadian sweater industry.

He has received representations that such goods are being imported in such increased quantities and under such conditions as to cause or threaten serious injury to Canadian producers.

The garments to be reviewed are classified under Canadian tariff items 56810-1—knitted garments, women's and girls', wholly or in chief part by weight of wool or hair, valued at not less than $9 per pound; and under item 56805-1—other knitted garments. All such garments imported under either item are dutiable at 27.5%. This represents Kennedy Round negotiated tariff reductions from 35% and 32.5%, respectively.

A public hearing will be held in the Board's courtroom at 219 Argyle Ave., Ottawa, commencing Feb. 2 at 10 a.m. Persons wishing to attend this hearing should notify the Secretary not later than Jan. 23. Interested parties, including U.S. exporters, should file briefs or submissions, in writing, not later than Jan. 12. One hundred and fifty (150) copies should be filed with the Secretary of the Tariff Board, Ottawa 4, Ontario.

Those who want further news of developments regarding this matter, and who are not already on the Board's general mailing list, should request the Secretary to place their names on the mailing list for Reference 145.

$97 million in IDB loans go to Brazil, Argentina, Mexico

Will aid power plant, gas pipeline, farm output, irrigation system

The Inter-American Development Bank (IDB) has committed the equivalent of almost $97 million to development projects in Latin America's three largest countries. Four loans totaling $57.6 million will help expand agricultural output and build a gas pipeline in Argentina; a $21.3 million loan will assist Brazil in building a hydroelectric power project in its southernmost province; and two loans totaling $17.9 million will pay half of the cost of a Mexican irrigation project.

Among other things, the Argentine agricultural loans will provide credits for imported or domestic farm tractors and such other machinery and equipment as plows, harrows, sowers, harvesters, mowers, feed-choppers, hay mowers, pulverizers, hay balers, hay loaders, shellers, sprayers and fertilizer spreaders.

The natural gas pipeline will extend from fields in the province of Neuquen to the city of Bahia Blanca in Patagonia. The project calls for the installation of the main pipeline, distribution lines, valves, auxiliary equipment and telecommunications units. The works will be constructed by the borrower, Gas del Estado, a state enterprise of the Ministry of Power and Mines.

Brazil builds dam

The Brazilian power project includes the construction of a dam 1,860 feet long and 122 feet high to impound a 60-square-mile reservoir; an intake; a 3.6-mile-long tunnel; a surge tank; a powerhouse, and an elevator substation. Two 110,000-kilowatt generators will be installed in the

plant and the power will be transmitted to Pôrto Alegre through two 220-kilowatt lines, each 225 miles in length.

In addition to these works, two transformer substations will be built: one in Pôrto Alegre for interconnection with the existing local distribution system and another at Farroupilha, 62 miles from Pôrto Alegre.

The loan was extended to Centrais Elétricas Brasileiras S.A. (ELETROBRAS), Brazil's power corporation. The project will be carried out by Centrais Elétricas do Sul do Brasil S.A. (ELETROSUL), a subsidiary of ELETROBRAS.

Loan for import goods

Up to $11 million of the Mexican loan may be used to pay for imported goods and services. The project involves the construction of the Las Piedras dam in the State of Jalisco to store and control the waters of the Tuxcacuesco River, one of the major tributaries of the Armería River. These waters will then be utilized in irrigating lands along the Armería River in the State of Colima through two diversion dams: the Peñitas dam, built with the help of a previous IDB loan, and the Jala dam which will be constructed as part of the present project.

In addition to the basic irrigation works, the project includes the construction of distribution and drainage systems and service roads and the preparation of the land for farming.

Argentina revises policy on petrochemical industry

The Argentine Government has issued a decree which revises its policy in regard to the domestic petrochemical industry. The decree's three basic provisions concern the price of natural gas used as a raw material, the scheduled reductions in import duties on primary petrochemical products, and tax waiver benefits to concerns constructing large petrochemical producing installations.

An objective of this decree, most of whose provisions become effective Nov. 1, is to make Argentina's present highly protected, high cost petrochemical industry capable of competing at least throughout Latin America. The new decree also allows the Argentine Government to permit applicants seeking authorizations to build petrochemical producing installations, particularly ethylene producing facilities, to proceed according to their own assessments of market prospects.

A copy of this decree, No. 4271/69, is available on loan from the American Republics Division, U.S. Department of Commerce, Washington, D.C. 20230.

New Jordan law taxes all imports

All goods entering country must pay additional fees

Jordan's new "Law of Additional Taxes for the year 1969," includes additional import taxes which went into effect Sept. 7. The law is designed to increase the Government's revenues.

All goods not subject to customs duties are assessed 2% of their value. Alcoholic drinks and spirits are subject to a tax of 20% of the customs duty. A tax of $22.40 per ton is levied on cement, imported or domestic.

The following items are subject to an additional 10% of the customs duty: tombac, cut tobacco, cigars, lubricating oil, greases, beauty preparations, films, cinema films, carpets, chandeliers, radios, TV sets, electric fans, air conditioners, recorders, phonographs, phonograph records, washing machines, refrigerators, and gas ranges.

A tax of $7 each was levied on passenger car tires and $14 each on tires for large vehicles and trucks. A tax of 1% of the value of the goods is imposed on dutiable imports not taxed under any of the provisions enumerated above.

Transport vehicles licensed to carry five tons or less are taxed $2.80 for every trip, whether entering or leaving Jordan. If the vehicle is licensed to carry more than five tons, the tax increases to $5.60 per trip.

Goods from Arab Common Market countries will pay reduced taxes decided upon by the Council of Economic Unity. This will prevent duties from rising above the 10% maximum set by the Arab Common Market agreement. Goods for sectors protected by the Customs and Excise Law or other special laws will be exempt from these taxes, including articles imported by the national government, municipalities, or the army; personal effects; supplies imported for refugees or needy people; and samples not sold as commercial articles.

Assistance in Algeria

Although the United States does not have diplomatic relations with Algeria at the present time, there are continuing commercial and consular relations between the two countries. To this end, the United States Government maintains three offices in Algeria:

American Interests Section, Embassy of Switzerland, Villa Mektoub, 4 Chemin Cheikh Bachir Brahimi, Algiers, Algeria. Telephone: 60-14-25 to 29.

American Consulate, Rue J. F. Kennedy, Constantine, Algeria. Telephone: 73-86; 73-87.

American Consulate, 25 Rue de Lamartine, Oran, Algeria. Telephone: 32-22-22.

All three offices are staffed with Americans. They are equipped to meet with and assist American businessmen visiting Algeria.

Argentina requires trade to be carried on its ships

Argentine waterborne imports and exports for the account of or assisted by public agencies and enterprises are now required to be carried in vessels "flying the national flag" provided such vessels are available. This 100% preference is not applicable in cases where treaties or administrative or commercial agreements reserve to national flag ships a percentage of not less than 50% of the freight. Cargo agreements involving Argentine ships must have Secretariat of Transport approval.

Unofficial translations of both the Argentine Shipping Preference Law (of June 10) and the implementing decree (of Sept. 8) are available for reference in the American Republics Division (BIC-886), U.S. Department of Commerce, Washington, D.C. 20230.

Venezuela inaugurates domestic telex network

Venezuela has inaugurated the 1,340 line first stage of its domestic telex network, connecting Caracas, Maiquetia, Maracay, Valencia, Puerto Cabello, Barquisimeto, Maracaibo, San Cristobal, Puerto La Cruz and Puerto Ordaz (Ciudad Guayana); Punto Fijo and Ciudad Bolivar are to be included Oct 1.

Under Venezuela's Five Year Plan for Telecommunications, 1969-1973, there are to be 2,240 teleprinters, 2,020 lines and 13 centrals connecting 36 cities, at a total cost of over $5.1 million. The network is to be operated by CANTV, the government-owned national telephone system.

Until the development of this new system, Caracas, along with a few stations in Maiquetia, had international connections, but there was no domestic service.

Vienna furnace firm seeks U.S. partner

Wants to produce for Austrian market, East Europe, Near East

Unitherm, one of the leading Austrian manufacturers of industrial burners and furnaces, would like to discuss joint-venture and/or licensing arrangements with U.S. firms to produce vacuum furnaces, mechanical furnaces, washers for metal parts, and protective gas units for sale in Austria, East Europe, and the Near East. Unitherm is also interested in reverse license arrangements with U.S. firms to produce its heat treating and heating equipment.

In addition to industrial burners and furnaces, Unitherm presently makes central heating equipment, oil stoves, liquid gas supply installations, air technical equipment, drying installations, garbage incineration plants, and protective gas installations. It employs 500 workers and reports annual sales of $5.4 million. Close to 75% of its production is exported. Manufacturing branches are maintained in Heidelberg and Istanbul, and sales offices in Barcelona and Arnhem. Unitherm is also represented in Great Britain, Greece, Italy, Yugoslavia, Hungary, New Zealand, India, and Iran.

Its plant covers 30,000 square yards, and includes modern metal working, laboratory, testing and tooling facilities. A separate hardening plant is operated in another part of Vienna at which the firm does contract work for other companies. Unitherm maintains rented showrooms in Vienna and sales outlets in various parts of Austria.

Unitherm is reported to have an excellent reputation, to have been successful in custom design and construction of furnaces, and to have a good technical staff. It believes that opportunities for expansion are good, but lacks the resources to finance the necessary investments.

Interested U.S. firms may obtain, on temporary loan, a copy of a catalog in English describing Unitherm's complete production line by **writing:** Investment Resources Division, Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. Further details may be had by **writing** directly to: Unitherm, Oesterreichische Gesellschaft fuer Universelle Waermetechnik m.b.H., Nemelkagasse 9, A-1111 Vienna, Austria. WTD. **P-70210.**

Swiss firm wants to make U.S. medical apparatus

A Swiss firm seeks licenses to manufacture medium-sized electrical medical apparatus of all kinds. It is especially interested in physiotherapeutic equipment.

Contimed S.A., established in 1968, specializes in high quality proprietary medical apparatus, which it reportedly has achieved success in distributing throughout Europe and the Near East. Contimed's paid in share capital amounts to $172,500. It maintains modern manufacturing facilities and has branch offices in France, Germany, Belgium and Israel.

Write: Jacques Steiger, Director, Contimed S.A., Residence de la Cote 30, 1110 Morges, Switzerland. WTD. **P-70212.**

More on Rabat meeting

Potential U.S. investors interested in participating in the Oct. 27-31 Rabat, Morocco, meetings with investment officials from all over Africa can contact A. J. Aizenstat, Director of the United Nations Industrial Development Organization's New York Office, at P.O. Box 20, New York, N.Y.

As mentioned in last week's issue of *International Commerce*, firms can also contact the Chief of UNIDO's Industrial Policies and Financing Sect., P.O. Box 707, A-1011 Vienna, Austria.

The meeting at the Rabat Hilton is intended to provide an opportunity for initial contacts and discussions on specific projects between their proponents from the African countries and potential suppliers of capital, finance, equipment or know-how from the industrialized countries.

All African countries have been invited to participate and as of Aug. 25 a total of 19 had accepted.

Fact sheets on the various projects, including proposals in the chemical, food, textile, leather and paper industries are available.

Tourist development plan for Yugoslavia completed by U.N.

An extensive plan for developing the southern coast of Yugoslavia has recently been completed by a United Nations Development Program team. The plan, known as the South Adriatic Project, is scheduled to run for twenty years beginning in 1970 at a total cost of $1 billion.

A gigantic program of planned construction in tourism (480,000 hotel accommodations), roads, recreational facilities, airports, harbors, agriculture and urban development is contemplated. Master plans for four of the most significant cities of the South Adriatic area are the keystones of the overall U.N. plan. In addition to the master plans, detailed plans have been prepared for specific zones in the four regions.

Expressions of interest in this venture should be addressed to: Miro Marasovic, Project Supervisor, South Adriatic Project, Postanski Fah 62, Dubrovnik, Yugoslavia. Additional details on current plans for specific areas may be requested from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. **P-70203.**

Sicilian firm seeks license to produce magnesium oxide

A Sicilian Government-owned mining company is seeking a license for U.S. processes used in the production of magnesium oxide from magnesium ores. In particular, new processes involving the use of methane gas are desired but traditional processes will also be considered.

Write: Dr. Ing. Francesco Leone, Technical Direction, Ente Minerario Siciliano, Viale del Fante 58, 90146 Palermo, Italy. WTD. **P-70202.**

Iranian firm proposes venture to make pesticides

A leading Iranian importer and distributor of light farm and industrial machinery seeks a joint venture to produce agricultural pesticides.

Write: Partt Motor Company, Ltd., 588 Saadi Avenue, Tehran, Iran. WTD. **P-70188.**

Sicily firm wants to manufacture U.S. cooling equipment

Intends to distribute production in African, Near East markets

Frigotecnica Zerilli, a Palermo firm which manufacturers water coolers, portable ice cream containers, iced coffee dispensers, and soft drink coolers and dispensers, is interested in licensing arrangements with U.S. firms to manufacture products compatible with its present line, with a view to expanding its African and Near East markets. It is also interested in manufacturing on contract American products destined for overseas markets.

The firm is privately held by the Zerillli family, which has been in this line of business for forty years, and is managed by three Zerilli brothers. In 1968, a new modern plant covering 13,000 square meters was opened in Palermo's industrial area. Its reported capacity is 50,000 units per year. Frigotecnica Zerilli has an Italian sales network of 20 agents, and also exports to South Africa, Spain, Saudi Arabia, Kuwait, and Greece. It has had annual sales of $350,000, which it hopes to increase with its plant enlargement.

Multilingual sales brochures published by the firm, including photographs of its new plant, may be obtained from the Investment Resources Division, Office of International Investment, U.S. Department of Commerce (BIC-878), Washington, D.C. 20230. Further details may be obtained by **writing:** Mario Zerilli, Frigotecnica Zerilli, Viale Regione Siciliana (Localita' Pezzinga), 90144 Palermo, Italy. WTD. **P-70213.**

Spanish pharmaceutical firm seeks U.S. license

Laboratorios Clariana, a manufacturer of pharmaceutical specialties for human consumption, wishes to discuss licensing, technical assistance, and financial participation arrangements with U.S. firms interested in having their lines of pharmaceutical specialties manufactured in Spain.

The firm indicates its annual sales in 1968 were about $266,000 and reports annual sales for the first half of 1969 of $201,000. Its owner also operates a glass container plant and retails pharmaceutical preparations. Although the more important foreign and U.S. manufacturers are already established in Spain, it is believed that the market is good for newer and more advanced types of pharmaceutical preparations. In addition, importation of pharmaceutical preparations is not normally authorized by the Spanish Government. The Spanish firm has indicated it is willing to study any proposals by interested U.S. firms.

Write: Mr. Arturo E. Clariana Pascual, Laboratorios Clariana, Ronda Estacion 5-9, P.O. Box No. 4, Carlet, Valencia, Spain. WTD. **P-70211.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Technical collaboration desired by Hong Kong firm

A Hong Kong steel fabricator is interested in technical collaboration with an American firm for the production of cargo containers. The company has recently purchased 100,000 square feet of sea front property which it plans to use for the new venture.

Write: Harry Pong, Director, Shiu Wing Co. Ltd., 146 Jardine House, Pedder St., Hong Kong. WTD. **P-70201.**

Austrian firm seeks to broaden activities with American help

Seeks diversification through U.S. licenses or joint venture

Brevillier-Urban A.G., one of Austria's largest manufacturers of industrial fasteners and writing utensils, is seeking to diversify through the production of new items, preferably in the metal working field.

The firm is particularly interested in the following products: advanced industrial fasteners and related tools; precision metal products such as aircraft brakes and linings; special industry machinery; machinery tools and fluidic equipment. Austria, Switzerland and East Europe will probably be the main markets for the new products.

Brevillier-Urban plans to abandon the mass production of screws and bolts due to excess production capacity in the European screw industry and the tariff restrictions in the Common Market. The company will, however, continue to produce specialty items such as screws for atomic reactor plants.

To diversify, Brevillier-Urban is seeking an American partner, either under a licensing arrangement or in the form of a joint venture. The U.S. firm would provide the technical aspects of the arrangement and may participate financially, although it is not a prerequisite.

Founded in 1900, Brevillier-Urban has an operating capital of about $2.5 million and reports annual sales of over $6 million. It employs 1,024 persons, including eight travelling salesmen. It operates one factory at Neunkirchen, Lower Austria, which produces a large variety of screws and bolts as well as other metal products for industrial purposes. A new plant, fully air conditioned and vibration free, is under construction.

A second factory, in Graz-Goesting, Styria, turns out all types of pens and pencils, erasers, pencil sharpeners, water colors, lipsticks, and cosmetic pencils. In addition, Brevillier-Urban operates an export-import firm and a hardware wholesale business in Vienna. It maintains a branch office in Buenos Aires.

Write to Brevillier-Urban A.G., Linke Wienzeile 18, A-1060 Vienna, Austria. WTD. **P-70191.**

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

20119—HONG KONG—Cow's hide: split and wet salted cattle hides. Pacific Glove Co. (manufacturer), G.P.O. Box 14152, 8-10, Fuk Tsun St., 1st Fl., Tai Kok Tsui, Kowloon. WTD in preparation.

203 Canning, preserving foods

20373—SWEDEN—Frozen dinners, prepared or ready to be prepared. AB Rune Lundh (importer, distributor, agent), Box 238, S-201 22 Malmo 1. WTD 9/69.

204 Grain mill products

20420 — HONG KONG — Animal, poultry feeds. United Trading & Investment Co. (importer, distributor, agent, retailer), 407-S, China Bldg., Queen's Rd. C. WTD in preparation.

20424 — SINGAPORE — Blood meal of a protein content of 85%. E. Schmuki, Zuellig (Gold Coin Mills) Ltd. (manufacturer), Denmark House, 12 Raffles Quay, P.O. Box 1849, Singapore 1. WTD in preparation.

205 Bakery products

20512 — THAILAND — Bakery products, sweet yeast goods. Requests catalogs, brochures, c.i.f. Bangkok prices. Five Store Ltd. Partnership (importer, distributor), 1333 Paholyothin Rd., Phyathai, Bangkok. WTD in preparation.

20521 — THAILAND — Biscuits. Requests catalogs, brochures, c.i.f. Bangkok prices. Five Store Ltd. Partnership (importer, distributor), 1333 Paholyothin Rd., Phyathai, Bangkok. WTD in preparation.

207 Confectionery

20712—THAILAND—Candy, five and ten cent specialties (other than bars, cough drops). Requests catalogs, brochures, c.i.f. Bangkok prices. Five Store Ltd. Partnership (importer, distributor), 1333 Paholyothin Rd., Phyathai, Bangkok. WTD in preparation.

20713—THAILAND—Candy, package goods (except solid chocolate). Requests catalogs, brochures, c.i.f. Bangkok prices. Five Store Ltd. Partnership (importer, distributor), 1333 Paholyothin Rd., Phyathai, Bangkok. WTD in preparation.

20716 — MOROCCO — Confectionery type products, chocolates & chocolate bars, chocolate coated nuts, other molded confections. Ets. Said Boulaid (importer, distributor, agent), Ave. Mohamed V, 25/Tangier. WTD 6/69.

20722—THAILAND—Candy bars, all types including dark and milk chocolate, with or without nuts. Requests catalogs, brochures, c.i.f. Bangkok prices. Five Store Ltd. Partnership (importer, distributor), 1333 Paholyothin Rd., Phyathai, Bangkok. WTD in preparation.

20730—THAILAND—Chewing gum base. Requests catalogs, c.i.f. Bangkok prices. Five Store Ltd. Partnership (importer, distributor), 1333 Paholyothin Rd., Phyathai, Bangkok. WTD in preparation.

211 Cigarettes

21110—MOROCCO—Cigarettes, all kinds, filter & non-filter tips. Ets. Said Boulaid (importer, distributor, agent), Ave. Mohamed V, 25/Tangier. WTD 6/69.

264 Converted paper, paperboard products

26495—FRANCE—Office and school supplies, preferably new products including gift articles, stationery, paper novelties; small office gadgets, related lines. Correspondence requested in French. Parot, Francois (Papeterie de l'Ouest) (importer, distributor, agent), 3 Rue Jeanne d'Arc, 17-Royan, Charente-Maritime. WTD 9/69.

281 Industrial chemicals

28190—ENGLAND—Chemicals—aniline oil, selenium and nickel compounds, mercury compounds, bismuth compounds, sodium sulphate, pentachlorophenol, phenol, pyridine, iodine, all B.P. or U.S.P. chemicals. Medway Chemical Co. Ltd. (manufacturer, exporter), 62 Ashford Rd., Bearsted, Near Maidstone, Kent. WTD in preparation.

282 Synthetic materials

28231 — HONG KONG — Cellulose fibers, manmade: modacrylic type. Yu Tung Tai Ltd. (importer), P.O. Box 24, Cable: DAVLIN. WTD 9/68.

283 Drugs

28315—HONG KONG—Veterinary vaccines, vitamins. United Trading & Investment Co. (importer, distributor, agent, retailer), 407-S, China Bldg., Queen's Rd. C. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

● **28400—HONG KONG**—Supply of cleansing powder, 120,000 canisters, packed in 22-oz. net weight, unlabeled, semi-perforated canisters. Tender No. U-52514; bid deadline Oct. 24. Director of Government Supplies, Government Supplies Department, Oil Street, North Point. Further information may be obtained from Chemical Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230.★ (202-967-3464). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (415-556-5868).

28441—MOROCCO—Shaving preparations, after shave preparations, for men's use only—lather cream, tubes, aerosols. Ets. Said Boulaid (importer, distributor, agent), Ave. Mohamed V, 25/Tangier. WTD 6/69.

287 Agricultural chemicals

● **28700—LEBANON**—Zineb, 90,000 Kg.; zineb, 10,000 kg.; maneb 45,000 kg.; maneb 10,000 kg.; and prothoate 10,000 liters. Samples certified by a U.S. Laboratory must reach the GOL Tobacco Monopoly, Beirut, by Oct. 25 and receipt of offers will be terminated by Nov. 10. Interested companies should submit bids to Brig. Gen. Jean Aziz Ghazi, Agent, GOL Tobacco Monopoly, Post Office Box No. 5165, Beirut, Lebanon. Specifications in French are available on loan basis from Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230.★ (202-967-3910). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (415-556-5868).

331 Steel mill products

33120—SINGAPORE—Stainless steel coils 22swg (.028″), 28½″ wide; type 304 bright annealed with P.V.C. protection on one side only. E. Wipf of Aluminium Div., Diethelm & Co. Ltd. (importer, distributor, agent), 139-149 Market St., P.O. Box 191, Singapore. WTD in preparation.

33126—HONG KONG—Stainless steel sheets. Danemann Watch Case Factory, Ltd. (manufacturer), P.O. Box 29, Tsuen Wan, N.T., Kowloon. Cable: DANEMANN, Hong Kong. WTD in preparation.

33127—PORTUGAL—Cold rolled stainless steel sheet and strip (first, second and in coils). A. A. Calem & Filho Lda. (importer, distributor, agent), Rua da Reboleira 7, Oporto. WTD in preparation.

342 Cutlery, hand tools, general hardware

34230—ENGLAND—Wallpaper removing tools, paint remover, paint brush cleaner, tools and gadgets as used by do-it-yourself, professional decorators. Stancourt, Sons & Muir Ltd. (importer, distributor, exporter), Victoria House, Southampton Row, London W.C.1. WTD in preparation.

352 Farm machinery

35221—NEPAL—Tractors, five to ten units. Delivery as soon as possible. Sunil Kumar & Co. (P) Ltd. (importer, distributor, exporter), 6/615 Indra Chowk, P.O. Box 360, Kathmandu. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

35313—THAILAND—Parts for Caterpillar tractors. Mahakij Tractor Service Co. Ltd. (importer, distributor), 490 Soi Mungkorn, Luang Road, Bangkok. WTD in preparation.

35322—PAKISTAN—Crushing and grading plant to crush 100 tons limestone per shift of 8 hrs. from 250 mm. x 150 mm. size to approximately 25 x 25 mm. size. Unit should have apron feeder, jaw crusher with electric motor, belt conveyor with electric motor, deck screen with electric motor, electric vibrating tray feeders, roller bearing granulators, belt return conveyor with electric motor, belt conveyor with electric motor, and discharging gates. Industrial Development Bank of Pakistan (government agency), Kandawalla Bldg., Corner of Garden & Bunder Roads, Karachi. Attn: M. F. Hussain, Chief Officer.

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- Your catalog or other appropriate literature.

354 Metalworking machinery

● **35400—INDIA**—Machine tools, including one horizontal spindle rotary surface grinder, tender no. 224/13/049/27.6.69 (ISM reference No. D-ENQ/2700) bid deadline Nov. 4; one diagonal gear shaver, tender No. 224/12/054/9.7.69 (ISM ref. No. D/ENQ/2701), bid deadline Nov. 4; three universal gear hobbers, tender No. 224/12/056 (ISM ref. No. D/ENQ/264), bid deadline Oct. 27. Copies of tender documents are available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., for $2.50 per copy.

35412—BRAZIL—Drilling machines, specially designed for drilling holes in manufacture of automotive brake linings. Lomex do Brasil (manufacturer), Caixa Postal, 814, Recife, PE. WTD in preparation.

35413—BRAZIL—Cutting machines, specially designed for manufacture of automotive brake linings. Lomex do Brasil (manufacturer), Caixa Postal, 814, Recife, PE. WTD in preparation.

35414—BRAZIL—Grinding machines, specially designed for surface finishing of automotive brake linings. Lomex do Brasil (manufacturer), Caixa Postal, 814, Recife, PE. WTD in preparation.

355 Special industry machinery

● **35500—VIET-NAM**—Complete packaged type plant for manufacturing dialkyl phthalates, especially dioctyl phthalate by esterification of dioctyl alcohol and phthalic anhydride producing 1,000 to 3,000 metric tons per year at 24 hour day. The Cong-ty, Hoa-Chat Dong-nai, 153 Cao Thang, Saigon, wishes to receive immediate information regarding price of the plant.

35512—SWEDEN—Commercial food products machinery. AB Rune Lundh (importer, distributor, agent), Box 238, S-201 22 Malmo 1. WTD 9/69.

35513—SWEDEN—Industrial food products machinery, including packing, packaging machinery, particularly for packaging houses. AB Rune Lundh (importer, distributor, agent), Box 238, S-201 22 Malmo 1. WTD 9/69.

35531—HONG KONG—Full range of sawmill machinery and equipment (including kiln drying equipment) capable of working 1000 hopper tons logs monthly; full range of veneer and plywood machinery and equipment capable of producing 6,000 pieces (size 3′ x 6′, 3′ x 8′, and 4′ x 8′) per 8-hour working day. Chui International Corp. (importer, distributor, manufacturer, agent, exporter), 10th Floor, Hing Wai Bldg., 36 Queen's Rd. C. WTD 2/69.

35540—SINGAPORE—Machine for making paper egg trays, 30 eggs per tray and 6 eggs per tray. Tan Eng Sing, Man. Dir., Paper Products (M) Bhd. (manufacturer), 394 Kim Chuan Rd., Singapore 19. WTD in preparation.

35592—MEXICO—Entire plant for manufacture of reinforcing bars for concrete (corrugated steel bars). Plant will include machinery for manufacturing, cutting, folding corrugated bars, and gas furnaces. Requests catalogs with specifications, description of facilities for installation, prices f.o.b. Veracruz by water or rail. Correspondence requested in Spanish. CORE Octavio Alvarez Corral (importer), Amado Nervo No. 50 Veracruz, Ver. WTD 9/69.

35595—PAKISTAN—Calcining plant to calcine 100 tons crushed limestone in calciner with natural gas as fuel; capacity should be around 100 tons per day of 24 hours. Unit should have skip hoist for feeding kiln, shaft kiln (complete with burners, electric motors, control panels, etc.). Lime hydrating plant with capacity five tons per hr. Unit should have belt conveyor, rotary crusher, bucket elevator with electric motor, constant weight feeder, hydrator, washer pre-heater, control panel, 15% ribbon conveyors, bucket elevator with electric motor, air separators, single spout impeller packets, 12″ screw conveyor with motor, 8″ screw conveyor with motor, sludge tank, air slide equipment for transporting from storage hopper to trucks, spillage collecting equipment, set of chutes, quadrent valve, electrical control panel, de-dusting equipment, conveying system for handling filled bags. Industrial Development Bank of Pakistan (government agency), Attn: M. F. Hussain, Chief Officer, Kandawalla Bldg., Corner of Garden & Bunder Rd., Karachi.

356 General industrial equipment

● **35600—TURKEY**—50 submersible pumps each with a minimum capacity of 150 gpm for 40 ft. head, 440 v. triphase, 60 hz. squirrel

cage rotor, 440 v. wound stator electric motor, 3,000-3,600 rpm; and, 30 similar pumps, except 220 v. dc. motor, 2,700-3,600. Bid deadline Nov. 14. Naval Forces Command, Ankara. Specifications available from the Modern Translation Co., Karanfil Sokak 49/2, Ankara for $9.50.

358 Service industry machinery

● **35800—TURKEY**—Supply of 300 fuel dispensing pumps, gas station type, electric motor powered and manually crankable, approximately 45 liter minimum capacity, ½ HP, 110/220 motor, readjustable counters, complete with ¾ inch 12 ft. hose and nozzle. Bid deadline Nov. 3. No bid bonds. Terms and specifications available, at U.S. $6.50 per copy airmail, from issuing agency: Petrol Ofisi, Genel Mudurlugu, Satin Alma, Komisyonu Baskanligi, Adakale Sokak, Ankara, Turkey.

35854 — AUSTRIA — Compressors for air-conditioners, complete with evaporator and air-cooled condenser, in component parts or assembled on base plate; cooling capacities about 3000, 3700 and 4200 kg-cal/hr. Correspondence requested in German. Hermann Fleisch—Klima-Fleisch (importer, distributor, agent), Holzstrasse 41, P.O. Box 11, A-6890 Lustenau, Vorarlberg. WTD 4/69.

35854—BRAZIL—Compressors for circulating freon gas used in cooling, ⅛ h.p. Interested in both 110 and 220 volt models. Compressors should operate on 50-60 cycles. If compressors do not include electrical relays and thermostats, price information on those parts should also be submitted. 20,000 compressors per year needed. Companhia Electro-Metalurgica do Brasil—Norlar (manufacturer), Estrada da Imbiribeira 2159, Caixa Postal 1951, Recife, PE. WTD 9/69.

361 Electric transmission, distribution equipment

● **36100—ETHIOPIA**—Supply of 15,000 kWH meters, single phase, 2-wire, 5 amps; 800 meters, 3-phase, 4-wire, of various amps. Tender No. 33.9/116, bid deadline Oct. 28. Requested by the Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa, Ethiopia. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (202-967-2939). A copy also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (415-556-5868).

● **36100 — ETHIOPIA** — Supply 2 each power packed diesel generating sets, 500 kw, for outdoor installation. Tender No. 33.3/156; bid deadline Oct. 29. Ethiopian Electric Light and Power Authority, P.O. Box 1233, Addis Ababa, Ethiopia. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

● **36100—TURKEY**—Supply 25 Diesel Generators 1,500-1,800 rpm, 4 stroke vertical in-line, 6 KVA, 220/380V, complete panel. Bid deadline Nov. 6. Petroleum Office (Petrol OFISI renel Mudurlugu, Satin Alma Komisyonu Baskanligi). Adakale Sokak, Ankara, Turkey. Specifications by air-mail $6.50 (U.S.) from Moder Translation Co., Karanfil Sok., 49/2, Y. Sehir, Anlcara, Turkey.

36111—FINLAND—Integrating instruments, electrical. de Jersey & Co. (Finland) Ltd. (importer, distributor, agent), P.O. Box 10435, Helsinki 10. WTD in preparation.

36113—FINLAND—Electrical measuring instruments. de Jersey & Co. (Finland) Ltd. (importer, distributor, agent), P.O. Box 10435, Helsinki 10. WTD in preparation.

364 Non-current carrying wiring devices

● **36400—ETHIOPIA**—Supply low voltage insulators of various sizes. Tender No. 33-20/364, bid deadline Oct. 28. Ethiopian Electric Light and Power Authority, P.O. Box 1233, Addis Ababa, Ethiopia. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 2124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A copy of the specifications is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St., Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and South Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

366 Communication equipment

36623—THAILAND—Safety control equipment, electric signals, such as burglar alarm equipment. Requests catalogs, c.i.f. Bangkok prices. OK Electronics Ltd., Partnership (importer, distributor), 58/5 New Petchburi Rd., Bangkok. WTD in preparation.

367 Electronic components, accessories

36740—FINLAND—Solid state semiconductor devices. de Jersey & Co. (Finland) Ltd. (importer, distributor, agent), P.O. Box 10435, Helsinki 10. WTD in preparation.

36790—NIGERIA—Electronic components, associated hardware. Maiden Electronics Works Ltd. (distributor, manufacturer), Mile 9 Onigbongbo, Ikorodu Rd., P.O. Box 158, Ikeja, Lagos. WTD 11/68.

369 Dry cell batteries

● **36920—IRAN**—Supply of 2,000 air-depolarized primary 1½ volt large cells having approximately 850 ampere hours capacity. Tender Notice No. 1102/48. Bid deadline Nov. 17. Exporters should contact Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007. (202-338-5393). A copy of the tender with specifications and conditions is also available for review from the Consumer Products Division, BDSA-623, U.S. Department of Commerce, Washington, D.C. 20230.★ (202-967-5345).

372 Aircraft and parts

● **37220—ZAMBIA**—Annual overhaul of 10 to 12 Pratt and Whitney 1830/92D aircraft engines. Communicate directly with Zambia Airways, Contracts Department, P.O. Box 272, Lusaka, Zambia for further information.

381 Engineering, laboratory, scientific research instruments

38112 — JAPAN — Automobile exhaust gas analyzer, compact type, for use at auto repair shops, gas stations. Empire Boeki K. K. (importer, distributor), Kyodo Bldg., 1 Nihonbashi Hon-cho 1-chome, Chiyoda-ku. WTD 10/68.

382 Instruments for measuring, controlling, indicating physical characteristics

38216—THAILAND—Fire detecting devices. Requests catalogs, c.i.f. Bangkok prices. OK Electronics Ltd., Partnership (importer, distributor), 58/5 New Petchburi Rd., Bangkok. WTD in preparation.

38220 — BRAZIL — Automatic temperature controls—thermostats; for use in automatic defrosting of household refrigerators; for use in domestic refrigerators of both 110-220 volt variety. Volume of unit may reach 10,000 per year. Companhia Electro Metalurgica do Brasil —Norlar (manufacturer), Estrada da Imbiribeira 2159, Caixa Postal 1951, Recife, Pe. WTD 9/69.

383 Optical instruments and lenses

● **38800—NEW ZEALAND**—Supply of one high resolution electron microscope with direct optical magnification over range of x 3000 to x 500,000, and a low magnification range in the x 200 to x 4000 range, accelerating voltage in steps of 20 kv from 20 kv to 100 kv. Tender No. FSQ 7092, bid deadline Oct. 29. Requested by Stores Manager, New Zealand Forest Service, Private Bag, Wellington, New Zealand. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

384 Surgical, medical, dental instruments

38423—THAILAND—Safety devices, personal, industrial. Requests catalogs, c.i.f. Bangkok prices. OK Electronics Ltd., Partnership (importer, distributor), 58/5 New Petchburi Rd., Bangkok. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

20361—SWEDEN—Frozen fish, shellfish in institutional quantities. Ekman & Becksen AB (importer, distributor, agent), Kristinelundsgatan 16, S-400 10 Goteborg C. WTD 9/69.

20372—SWEDEN—Frozen vegetables in institutional quantities. Ekman & Becksen AB (importer, distributor, agent), Kristinelundsgatan 16, S-400 10 Goteborg C. WTD 9/69.

221 Broad woven fabric mills, cotton

22117—FINLAND—Plain and printed cotton fabric for men's shirts; ladies' blouses, dresses. Agency K. Kluss (agent), Korkeavuorenkatu 45 A, Helsinki 13. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

22218—FINLAND—Pile fabrics (imitation fur) for men's fur hats. Agency K. Kluss (agent), Korkeavuorenkatu 45, Helsinki 13. WTD in preparation.

22219—HONG KONG—Fabricated broad-woven manmade fiber textile products. Mitchell Cotts & Co. (Far East) Ltd. (importer, agent), 16th Floor, Star House Harbour Centre, Kowloon, P.O. Box 5847, Kowloon. Cable: MITCOTTHK. WTD in preparation.

231 Men's, youths', boys' suits, coats, overcoats

23113 — SWITZERLAND — Men's tailored sport coats, jackets, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

232 Men's, youths', boys' furnishings, work clothing

23221—SWITZERLAND—Men's underwear suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23291 — SWITZERLAND — Men's sport jackets, wind breakers, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23292 — SWITZERLAND — Men's, boys' swimwear, ski suits, ski pants, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

233 Women's, misses', juniors' outerwear

23312 — SWITZERLAND — Women's knit fabric sport shirts, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23317—SWITZERLAND—Women's woven fabric blouses, blousettes, waists, shirts, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23352—SWITZERLAND—Women's dresses, ensemble dresses, sold at dozen price, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23372—SWITZERLAND—Women's suits, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23374—SWITZERLAND—Women's separate skirts, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23393 — SWITZERLAND — Women's, juniors' woven fabric bathing suits, beachwear, slacks, jackets, leotards, play suits, ski jackets, ski pants, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

234 Women's, misses', children's, infants' under garments

23412—SWITZERLAND—Women's, misses' underwear, made from knit or woven fabric suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23413—SWITZERLAND—Women's nightwear, bed jackets, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23421—SWITZERLAND—Brassieres, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

23422—SWITZERLAND—Corsets, girdles, combinations, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

236 Girls', children's, infants' outerwear

23690—SWITZERLAND—Girls', children's swim wear, suitable for sale in department stores. Heinz Englaender (agent), Im Glockenacker 10, Postfach, 8053 Zurich. WTD 9/69.

262 Paper mills

26210—REPUBLIC OF SOUTH AFRICA —Fine printing papers; white and tinted, plain and embossed and coated and uncoated woodfree and mechanical paper and paperboard to

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the printing and stationery conversion industry. Particularly interested in tag-manilla-buff-white-tints; interested in carbonless copying paper, white and tints. Alex., Cowan & Cons (S.A.) (Pty.) Ltd. Attn: Cyril F. Davies (wholesaler), P.O. Box 8602 or 36 Grahamstown Street, Johannesburg. WTD 9/69.

264 Converted paper, paperboard products

26440—AUSTRIA—Wallpaper of any kind. Alfred Smisch, Handelsagentur (agent), Kreuzgasse 28/1, A-1180 Vienna. WTD 3/69.

281 Industrial chemicals

28120—AUSTRIA—All types of alkalies, chlorines used in production of pulp, paper. Dipl. Ing. Klaus Schmidthuber, Industriebedarf (agent), Quellenstrasse 55, A-1101 Vienna, P.O. Box 611. WTD 9/69.

28160—AUSTRIA—All types of industrial pigments used in production of pulp, paper. Dipl. Ing. Klaus Schmidthuber, Industriebedarf (agent), Quellenstrasse 55, A-1101 Vienna, P.O. Box 611. WTD 9/69.

28181—SWITZERLAND—Concentrates for manufacture of synthetic bio-degradable grinding fluids. Oswald E. Boll (distributor, agent), Seefeldstrasse 45, 8032 Zurich. WTD 9/69.

28190—AUSTRIA—All types of industrial inorganic chemicals used in production of pulp, paper. Dipl. Ing. Klaus Schmidthuber, Industriebedarf (agent), Quellenstrasse 55, A-1101 Vienna, P.O. Box 611. WTD 9/69.

282 Synthetic materials

28210—AUSTRIA—All types of resins used in production of pulp, paper. Dipl. Ing. Klaus Schmidthuber, Industriebedarf (agent), Quellenstrasse 55, A-1101 Vienna, P.O. Box 611. WTD 9/69.

283 Drugs

28340 — VENEZUELA — Pharmaceuticals, cosmetics; especially those not yet introduced in Venezuela. Arturo Sabal Laboratories Klinos C.A. (manufacturer), Edificio Klinos, Calle Bolivar, Urbanizacion Industrial La Trinidad, Apartado 2575, Caracas. WTD 3/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28411—SWEDEN—Alkaline detergents for commercial, institutional use. Corn Products Winborgs (importer, distributor, agent), Tegelbruksvagen 18, Fack, S-291 02 Kristianstad. WTD in preparation.

28416—SWEDEN—Synthetic organic detergents for commercial, institutional use. Corn Products Winborgs (importer, distributor, agent), Tegelbruksvagen 18, Fack, S-291 02 Kristianstad. WTD in preparation.

28423—SWEDEN—Specialty cleaning, sanitation products for hotels, commercial, institutional kitchens. Corn Products Winborgs (importer, distributor, agent), Tegelbruksvagen 18, Fack, S-291 02 Kristianstad. WTD in preparation.

289 Chemical products

28990 — SWITZERLAND — Salt, similar products for road deicing. Oscar Meier, Import (distributor, agent), Meienriedweg 13, 2500 Biel. WTD 1/69.

306 Fabricated rubber products

30697—SWEDEN—Rubber gloves for commercial, institutional kitchens, hotels. Corn Products Winborgs (importer, distributor, agent), Tegelbruksvagen 18, Fack, S-291 02 Kristianstad. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

32950—AUSTRIA—All types of minerals, earths used in production of pulp, paper. Dipl. Ing. Klaus Schmidthuber, Industriebedarf (agent), Quellenstrasse 55, A-1101 Vienna, P.O. Box 611. WTD 9/69.

331 Steel mill products

33120—BRAZIL—Blast furnaces, steel works, and rolling mills (stainless steel; tube rounds, made in steel works or rolling mills; tubes, iron and steel made in steel works or rolling mills; tubing, seamless: metal; wire products, iron and steel; made in steel works or rolling mills). Dirk Fenthol (agent), Rua Martim Francisco 382, Apt. 61, Sao Paulo. WTD 9/69.

332 Iron, steel foundries

33210—JAMAICA—Schedule 20, 40, and 80 industrial steel piping, steel fittings. Reginald Aitken Ltd. (importer, distributor, agent), 7 E. Parade, Kingston. WTD 8/69.

335 Rolling, drawing, extruding of nonferrous metals

33560—FINLAND—Titanium sheets, tubes. de Jersey & Co. (Finland) Ltd. (importer, distributor, agent), P.O. Box 10435, Helsinki 10. WTD in preparation.

342 Cutlery, hand tools, general hardware

34211—SWEDEN—Commercial, institutional kitchen cutlery, tools. Corn Products Winborgs (importer, distributor, agent), Tegelbruksvagen 18, Fack, S-291 02 Kristianstad. WTD in preparation.

346 Metal stampings

34615—SWEDEN—Commercial, institutional stamped cooking, kitchen utensils. Corn Products Winborgs (importer, distributor, agent), Tegelbruksvagen 18, Fack, S-291 02 Kristianstad. WTD in preparation.

347 Coating, engraving, allied services

34790—SWITZERLAND—Precision etching machines. Oswald E. Boll (distributor, agent), Seefeldstrasse 45, 8032 Zurich. WTD 9/69.

348 Fabricated wire products

34819—SWEDEN—Commercial, institutional kitchen wire goods. Corn Products Winborgs (importer, distributor, agent), Tegelbruksvagen 18, Fack, S-291 02 Kristianstad. WTD in preparation.

349 Fabricated metal products

34940—JAMAICA—Valves for steam, water or industrial process control—capable of handling corrosive matter. Reginald Aitken Ltd. (importer, distributor, agent), 7 E. Parade, Kingston. WTD 8/69.

353 Construction, mining, materials handling machinery, equipment

35310—SWITZERLAND—Construction machinery for soil stabilization. Oscar Meier, Import (distributor, agent), Meienriedweg 13, 2500 Biel. WTD 1/69.

354 Metalworking machinery

35410 — SWITZERLAND — Brushing machines for metalworking industries. Oswald E. Boll (distributor, agent), Seefeldstrasse 45, 8032 Zurich. WTD 9/69.

35483—SINGAPORE—Underwater welding equipment. P. B. Buxton, Dir. of Buxton Marketing Associates (Pte.) Ltd. (importer, distributor, agent), 4th floor Hong Kong Bank Chambers, P.O. Box 618, Singapore 1. WTD 5/69.

355 Special industry machinery

35512 — PORTUGAL — Commercial food-products machinery, all kinds, particularly bakery machinery and equipment, confectionery machinery. Fornos e Maquinas Rekena & Cia., Lda. (importer, distributor, agent), Av. Oscar Monteiro Torres, 57-B, Lisbon-1. WTD 9/69.

35512—SWEDEN—Smaller machinery for commercial, institutional kitchens. Corn Products Winborgs (importer, distributor, agent), Tegelbruksvagen 18, Fack, S-291 02 Kristianstad. WTD in preparation.

35513—PORTUGAL—Industrial food-products machinery, all kinds, particularly flour mill and grain mill machinery, packing and packaging machinery. Fornos e Maquinas Rekena & Cia., Lda. (importer, distributor, agent), Av. Oscar Monteiro Torres, 57-B, Lisbon-1. WTD 9/69.

35531—AUSTRIA—All kinds of machinery, equipment for wood, wood working industries. Dipl. Ing. Klaus Schmidthuber, Industriebedarf (commission agent), Quellenstrasse 55, A-1101 Vienna, P.O.B. 611. WTD in preparation.

35595 — SWITZERLAND — Equipment for manufacture of printed and integrated circuits; laminating machines for cladding flexible circuitry with insulation layers, polyimid, polyester (mylar) glassepoxy flex, ceramic substrate for thin and thick film technique (cladded and uncladded). Oswald E. Boll (distributor, agent), Seefeldstrasse 45, 8032 Zurich. WTD 9/69.

356 General industrial machinery

35610—JAMAICA—Vertical shaft pumps, including borehole pumps of all sizes. Reginald Aitken Ltd. (importer, distributor, agent), 7 E. Parade, Kingston. WTD 8/69.

357 Office, computing, accounting machines

35730—ENGLAND—Electronic computing equipment. Redifon-Astrodata Ltd. (manufacturer, exporter), Kelvin Way, Crawley, Sussex. WTD 6/69.

361 Electric transmission, distribution equipment

36110—ENGLAND—Electric measuring instruments, test equipment. Redifon-Astrodata Ltd. (manufacturer, exporter), Kelvin Way, Crawley, Sussex. WTD 6/69.

362 Electrical industrial apparatus

36220 — ENGLAND — Industrial controls. Redifon-Astrodata Ltd. (manufacturer, exporter), Kelvin Way, Crawley, Sussex. WTD 6/69.

363 Household appliances

36321—HONG KONG—Refrigerators, household. Tak Hing Trading Co. (agent), P.O. Box 3542. WTD in preparation. Cable: DAKINCO, Hong Kong.

36321—MOROCCO—Household refrigerators. Exclusive agency. Correspondence requested in French, Spanish. I. R. Vaturi Marokko S.A. (importer, distributor, agent), 41 Rue de Fez, Tangier. WTD 8/69.

36331—HONG KONG—Washing machines, household. Tak Hing Trading Co. (agent), P.O. Box 3542. WTD in preparation. Cable: DAKINCO, Hong Kong.

36343—HONG KONG—Hair dryers and blankets, electric, household. Tak Hing Trading Co. (agent), P.O. Box 3542. WTD in preparation. Cable: DAKINCO, Hong Kong.

36344 — HONG KONG — Electrical appliances, small, household. Tak Hing Trading Co. (agent), P.O. Box 3542. WTD in preparation. Cable: DAKINCO, Hong Kong.

364 Electrical lighting, wiring equipment

36421—HONG KONG—Electric lighting fixtures, residential. Tak Hing Trading Co. (agent), P.O. Box 3542. WTD in preparation. Cable: DAKINCO, Hong Kong.

36430—ENGLAND—Current-carrying wiring devices. Redifon-Astrodata Ltd. (manufacturer, exporter), Kelvin Way, Crawley, Sussex. WTD 6/69.

365 Radio, television receiving sets

36510—SWEDEN—Audio-visual equipment, programmed instructions for industry regarding administrative data processing. Team-Konsult AB (manufacturer), Box 120 04, S-402 31 Goteborg 12. WTD 9/69.

36511 — SOUTH AFRICA — Household radios, radio-phonograph combinations. Initially sole franchise, ultimate aim to manufacture under principal's license. Bakker & Steyger Furniture Manufacturers (Pty.) Ltd. (distributor, manufacturer), P.O. Box 20, Lansdowne, Cape Province. WTD 9/69.

36512—MOROCCO—Household television receiving sets. Exclusive agency. Correspondence requested in French, Spanish. I. R. Vaturi Marokko S.A. (importer, distributor, agent), 41 Rue de Fez, Tangier. WTD 8/69.

36512—HONG KONG—Television combination sets. Tak Hing Trading Co. (agent), P.O. Box 3542. WTD in preparation. Cable: DAKINCO, Hong Kong.

366 Communication equipment

36620—ENGLAND—Radio and television transmitting, signaling, detection equipment, apparatus. Redifon-Astrodata Ltd. (manufacturer, exporter), Kelvin Way, Crawley, Sussex. WTD 6/69.

36620—SWITZERLAND—Test equipment for printed circuit production. Oswald E. Boll (distributor, agent), Seefeldstrasse 45, 8032 Zurich. WTD 9/69.

367 Electronic components, accessories

36790—ENGLAND—Electronic components, accessories. Redifon-Astrodata Ltd. (manufacturer, exporter), Kelvin Way, Crawley, Sussex. WTD 6/69.

369 Electrical machinery, equipment, supplies

36930 — SWITZERLAND — Physiotherapy equipment, instruments, apparatus. Contimed S.A. (distributor, agent), Residence de la Cote 30, 1110 Morges. WTD 9/69.

374 Railroad equipment

37420—SWITZERLAND—Electric personnel carriers. Oscar Meier, Import (distributor, agent), Meienriedweg 13, 2500 Biel. WTD 1/69.

381 Engineering, laboratory, scientific, research instruments

38110 — ENGLAND — Engineering, laboratory, scientific and research instruments, associated equipment. Redifon-Astrodata Ltd. (manufacturer, exporter), Kelvin Way, Crawley, Sussex. WTD 6/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38210—ENGLAND—Mechanical measuring, controlling instruments, except automatic temperature controls. Redifon-Astrodata Ltd. (manufacturer, exporter), Kelvin Way, Crawley, Sussex. WTD 6/69.

384 Surgical, medical, dental instruments

38410 — SWITZERLAND — Electro-medical apparatus of all kinds. Contimed S.A. (distributor, agent), Residence de la Cote 30, 1110 Morges. WTD 9/69.

386 Photographic equipment

38612—AUSTRIA—Microfilm and reprographic equipment. INTEROWA, Fuerer-Haimendorf K.G. f. Kunststoffhandel (importer, agent), Johannesgasse 26, A-1010 Vienna. WTD 9/69.

399 Manufacturing industries

39913 — SWEDEN — Twisted-in-wire, other cleaning brushes for commercial, institutional kitchens. Corn Products Winborgs (importer, distributor, agent), Tegelbruksvagen 18, Fack, S-291 02 Kristianstad. WTD in preparation.

Deadline extended on project

The General Directorate of Forestry, Orman Genel Mudurlugu, Orman Isletme Merkez Mudurlugu, Bankanliklar, Ankara, Turkey, has extended the deadline for the complete design and equipment of a 30,000 cm sawmill for hard wood logs, and a parquet manufacturing plant of 50,000 sm capacity from Oct. 15 to Nov. 21. (See INTERNATIONAL COMMERCE, Sept. 29, page 31).

Leads for Importers

Commodities are offered direct unless specified

229 Textile goods

22900—IVORY COAST—Sisal binder and baler twine, other cordage. Can furnish several hundred tons per month. Requests replies in French. M. Charles Paulais, Ficelleries de Bouake (manufacturer), FIBAKO, B.P. 117, Bouake. WTD 1/68.

344 Fabricated structural metal products

34400—MALAYSIA—Cable trays. Yee San & Co. (manufacturer, exporter), 83 Kuala Kangsar Rd., Ipoh, Perak. WTD 9/69.

348 Fabricated wire products

34819 — MALAYSIA — Wire welded mesh. Yee San & Co. (manufacturer, exporter), 83 Kuala Kangsar Rd., Ipoh, Perak. WTD 9/69.

356 General industrial machinery

35690—MALAYSIA—Polythene sealing machines. Yee San & Co. (manufacturer, exporter), 83 Kuala Kangsar Rd., Ipoh, Perak. WTD 9/69.

362 Electrical industrial apparatus

36231 — MALAYSIA — Arc welding equipment. Yee San & Co. (manufacturer, exporter), 83 Kuala Kangsar Rd., Ipoh, Perak. WTD 9/69.

363 Household appliances

36341—MALAYSIA—Ceiling fans. Yee San & Co. (manufacturer, exporter), 83 Kuala Kangsar Rd., Ipoh, Perak. WTD 9/69.

364 Electric lighting, wiring equipment

36400—MALAYSIA—Fluorescent lamp fittings. Yee San & Co. (manufacturer, exporter), 83 Kuala Kangsar Rd., Ipoh, Perak. WTD 9/69.

367 Electronic components, accessories

36700—MALAYSIA—Transformers, chokes. Yee San & Co. (manufacturer, exporter), 83 Kuala Kangsar Rd., Ipoh, Perak. WTD 9/69.

369 Electrical machinery, equipment, supplies

36942—MALAYSIA—Battery chargers. Yee San & Co. (manufacturer, exporter), 83 Kuala Kangsar Rd., Ipoh, Perak. WTD 9/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38214—FRANCE—Gas transmission network equipment, such as: density regulation device of high accuracy designed for gas measurement at delivery points; automatic integrator (optical/electronic) for round charts, improving accuracy up to 1/1000 and time-saving (speed: 90 s/chart); safety device designed for immediate closing of main valve in case of rupture in gas-duct (device equipped with quantitative de-

tector of speed of line pressure drop—dP/dt—). Societe Nationale des Gaz du Sud-Ouest (manufacturer), 49 Avenue Dufau; 64- Pau, Basses-Pyrenees. WTD 12/68.

391 Jewelry, silverware, plated ware

39100—ICELAND—Handmade rings, earrings, necklaces, tie clips, commemorative spoons of gold, silver, and silver-plate. Designs for the above. Jens Gudjonsson (manufacturer), Laugavegur 60, Reykjavik. WTD 9/69.

Bids on pipelaying project called by Malaysian state

Tenders are invited by the State Government of Selangor in Malaysia from experienced contractors of World Bank member countries for pipelaying work of the Kuala Lumpur Water Supplies S. Langat Scheme, Stage 1.

The work comprises taking delivery from dumps, laying, jointing, and testing approximately nine miles of concrete-lined steel pipes and specials of outside diameters varying from 18 to 61 inches. Pipes of 24-inch diameter and above will have welded joints and those below 24-inch, mechanical couplings. The works will include site clearance and the construction of valve chambers and stream crossings.

The pipeline will stretch from a treatment works near the 9th mile village on the Kuala Lumpur-Kajang Road at m.s. 10 on the Ulu Langat Road to a terminal reservoir near m.s. 7 on the Old Kuchai Road, Petaling. The bid deadline is Dec. 15.

Tender documents are available from Binnie & Partners (Malaysia), 7th Floor, Mercantile Bank Bldg., Kuala Lumpur, Malaysia, for a deposit of 500 Malaysian dollars. The payment must be made in the form of a crossed check made out in favor of the Government of Selangor. The deposit is refundable upon receipt of a bonafide tender or the return of the documents before the bid closing date.

Bids open for supply of microwave equipment

The Deputy Minister, Posts and Telecommunications, Ministry of Telecommunications has issued Tender No. 42/88-87 for the supply, installation, adjustments and operation of microwave link equipments. The bid deadline is Nov. 26.

Bids should offer equipment for a microwave link between the town of Damman in Saudi Arabia and the State of Bahrain. A bank guarantee of S.R. 50,000 is required with submission of the bid, to be raised to 10% of contract value upon signature of the contract. Copies of tender announcement and specifications are available from the Deputy Minister, Posts and Telecommunications, Ministry of Communications, Riyadh, Saudi Arabia or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (202-967-4823).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—General Motors has presented a $78 million expansion program to the Government of Argentina. Fifty-eight million dollars would be spent on equipment and services purchased locally, while $20 million would go for **capital goods imports.** The GM project calls for the **construction of two new plants and additions to its present main Greater Buenos Aires plant** (San Martin). One of the new plants, requiring a $2-3 million investment, would produce parts and would be located in Tucuman Province. The other would assemble car units and would be close to GM's San Martin plant. The new installations would increase GM's car production from 10 to 21 units per hour. GM plans to introduce a medium size car which would be cheaper and smaller than the Chevy II it now produces.

AUSTRALIA—An international consortium made up of Hamersley Iron Pty. Ltd., Kaiser Steel Corp., Bethlehem Steel Corp. and Armco Steel Corp. reportedly has been formed to establish a **new steel complex** (See INTERNATIONAL COMMERCE 9/22/69). The total Australian complex is expected to involve an investment of A$1½ billion (A$1 = U.S.$1.12) of which the Armco project near Jervis Bay will be the first component. The tie between the steel production facility being planned at Jervis Bay and Hamersley, an iron ore producer owned jointly by Conzinc Riotinto of Australia and Kaiser Steel Corp., emphasizes the trend toward processing into steel more of the Australian iron ore which is currently exported in the form of iron ore.

The combined project would produce between five and six million tons of steel a year, roughly equivalent to the present output of Australia's sole steel producer, BHP Pty. Ltd. Apparently plans are being made to ship large amounts of steel to the U.S. market.

AUSTRIA—A 10-year program to **reconstruct, modernize, and expand the Innsbruck University Clinics** has been reported. The total investment in buildings is estimated at about $24 million, investments in hospital equipment are estimated at about $4 million. The government office in charge of this program is the Amt der Tiroler Landesregierung, V Soziale Verwaltung, Maria Theresienstrasse 43, A-6020 Innsbruck-Landhaus, Austria.

CANADA—The Alberta Government has approved an application by Syncrude Canada Ltd. to construct a **$190 million plant in the Athabasca oil sands** designed for the daily production of 50,000 barrels of synthetic crude, 25,000 barrels of specialty oil, 5,000 barrels of naphtha, and 472 tons of sulfur. The date for start of production has been set back from mid-1973 to mid 1976, with full capacity production set for early 1977. Start of major plant construction is scheduled for late 1974. A side-effect will be a reported investment of $100 million by Canadian Utilities Ltd. which will be the chief source of electric power. Substantial U.S. construction opportunities exist both in the Syncrude and the related Canadian Utilities projects. **Write:** F. K. Spragins, President, Syncrude Canada Ltd., 200 Baker Building, 100th Ave. at 105th St., Edmonton, Alberta.

GERMANY—Construction work on the **Dow Chemical petrochemical plant, including its own power plant,** near Stade, Lower Saxony, will begin in the near future according to the officials of Dow Chemical Europe, S.A. Initial planning of the first phase has been completed. Further investment will be required to construct **another project, a hydrocarbon factory.** In 1972, **additional installations** will be made.

GERMANY—At the opening of its new distribution center in Scharnhausen, Kodak AG, Stuttgart, subsidiary of Eastman Kodak Co. announced plans to build **new production facilities for still cameras** in Muehlhausen. Reportedly the center required investments totaling DM 28 million ($7 million). It is considered one of the most modern distribution centers in the Federal Republic. Future Kodak plans call for more emphasis on industrial and commercial photographing and less on hobby photography. The building of new manufacturing facilities will strengthen the position of Kodak in the German and European market.

PANAMA—Oleoducto Trans-Panama, a Panamanian concern reportedly formed by International Management and Engineering of England and Thyssen of Germany, plans to build **a 42-inch pipeline across the Isthmus of Panama.** The proposed pipeline, with a daily capacity of one million barrels, is to be part of a

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From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

project which will include construction of several tank farms and two piers, one 18 miles at sea from the Pacific coast and one 4 miles out from the Atlantic coast. Each pier will be equipped to handle four tankers simultaneously. According to the press, International Management and Engineering will finance and direct the work while Thyssen will build the pipeline and install related facilities. A feasibility study by Oleoducto Trans-Panama is due to be delivered to the Government of Panama before Oct. 15. The pipeline is to be completed within eighteen months after a contract is signed.

THAILAND—The Warehouse Organization of the Department of Internal Trade, Ministry of Economic Affairs, has requested a budget allocation of $1 million for fiscal year 1970 for the construction of **seven silos in major rice producing provinces.** This is part of a plan to stabilize the internal prices of paddy rice. One silo of 5,000 tons capacity is planned at Nakornsawan, and six silos of 500 tons capacity each at Pichitr, Pitsanuloke, Chainat, Pathumthani, Supanburi, and Cha-Choengsao. The Warehouse Organization plans to issue a public tender for the silos as soon as the budget allotment is received. **Write:** Director, Warehouse Organization, c/o Department of Internal Trade, Maharaj & Tai Wang Roads, Bangkok, Thailand.

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

THAILAND—The construction of **additional facilities at the Port of Bangkok** to increase port capacity may begin within a few months. Three major projects are proposed: (1) Construction of 37 dolphins in front of the existing wharf which will permit the mooring of seven ships in midstream. A German company, Ilselder Huette, surveyed the project and reportedly will receive the contract to provide structural steel for the dolphins. International bids will be invited for the construction and installation of the dolphins. Total cost of the project is expected to be about $1.8 million. (2) Extension of wharf by about 1500 meters to provide berths for six additional ships, four for conventional freighters and two for container ships. Transit sheds, aprons, customs facilities, and access roads are integral parts of the project which will cost about $30 million. International bidding should begin in the fall of 1969, the contract to be awarded in June. The World Bank is reportedly sending a team of experts to study the project. The project will probably not be completed before late 1972. (3) Realignment and widening of the Bangkok bar channel from 100 to 150 meters. The cost is estimated at $5 million.

Firms interested in these projects should communicate with Major General Prachuab Suntrangkoon, Director, Post Authority of Thailand, Klong Toey, Bangkok 11, Thailand. The long-term solution to the problem of port congestion, in all likelihood, will be the construction of a second port. A Dutch company is studying Laem Chabong on the eastern coast of the Gulf of Siam as a possible site. Conversion of the military port of Sattahip into a commercial port or the construction of additional facilities for commercial purposes at that location is also frequently mentioned as a possibility.

VENEZUELA—According to a recent statement by Dr. Hugo Perez La Salvia, Minister of Mines and Hydrocarbons, investment in the **State Petrochemical Institute's El Tablazo complex** across the bay from the city of Maracaibo is now estimated at $400 million. Of this, some 60% will be spent for equipment and material. By the end of 1970, over 2,000 workers will be involved in construction of the complex, with a peak of 4,000 in 1972. A permanent work force of 2,500 will be required to run the complex. Following is a partial list of the projects: port with a capacity of five million metric tons per year of gas, liquid and solid products; thermal electric generating facilities, capacity 150 kw.; steam plant; water treatment plant; 880 hectares of land for urban planning; a 100 km. pipeline to run from the Central Lake districts to El Tablazo (the first stage of the pipeline, to shore at Las Morochas, has been completed); liquid extraction plant (fractioning plant), cap./prod.: 12.2 MMcfd ethane, 6,200 b/d propane, 3,300 b/d butane, 134 MMcfd—residual dry gas, 2,100 b/d natural gasoline; cracking unit (olefins plant), cap./prod.: 65,000 MT/yr. propylene, 150,000 MT/yr. ethylene, 3150-3400 b/d butane, 2200-2430 b/d natural gasoline; refinery (aromatics plant), prod./cap.: 100,000 b/d. CVP and IVP requested tenders for this joint enterprise by February, but the results were not announced. Commonwealth Refining (CORCO), Occidential, and a Dutch consortium have expressed interest in this joint enterprise, but apparently have been unable to come to terms with CVP/IVP); chloro-soda plant, cap./prod.: 35,000 MT/yr. chlorine, 39,200 MT-yr. caustic soda.

YUGOSLAVIA—According to press reports a number of Yugoslav **slaughterhouses are planning to modernize and reconstruct their plant facilities.** Obsolete equipment is said to handicap meat export goals and a broad program of reconstruction is needed. The following meat processors were named among those planning extensive purchases of new slaughterhouse equipment and machinery: "Coka", Potiska 25, Coka, A.P.V.; "Emona", Miklosiceva 4, Ljubljana, SRSL; "Klavnica Tolmin", Lavriceva 8, Tolmin, SRSL; P.I.K. "Mladen Stojanovic", Drage Lopara 3, Bosanska Gradiska, SRBiH; I.P.K. "Sarajevo", Vase Miskina 28, Sarajevo; P.I.K. "Sid", Borisa Kidrica 129, Sid, A.P.V.; P.I.K. "Sljeme", Heinzelova 66, Zagreb, SRH; "Srbija-10. Octobar", Marsala Tita 90, Velika Plana, SRS; I.P.K. "Srbijanka", Beogradski Put 4, Valjevo, SRS; "29. Novembar", Subotica, A.P.V.; I.P.K. "Vrbas", Kulski Put BB, Vrbas, A.P.V.; P.I.K. "Zlatibor", Cajetina, S.R.S. Interested U.S. firms are urged to make direct contact with the above firms.

Malaysian communication agency wants to buy subscriber carrier items

The Director General of Telecommunications, has issued Tender No. 7983A for the supply of subscriber carrier equipment. The bid deadline is Nov. 12.

This trade opportunity was previously announced in the *Commerce Business Daily*, Sept. 19, p. 6, and INTERNATIONAL COMMERCE, Sept. 22, p. 31.

Copies of the tender announcement and specifications are available from the Director-General Telecommunications, Room D2 Telecommunications Headquarters, Jalan Bukit Nans Kuala Lumpur upon payment of M.$50.00 (U.S.$1.00 = M$3.03) non refundable, or on short-term loan basis to firms located in the U.S. from the Communications and Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (202-967-4823).

Burma issues tender for radio equipment

The Government of the Union of Burma, Posts and Telecommunications Stores has issued Tender No. 39DGPT/15-w(68-9) for the supply of communications equipment. Bid deadline is Nov. 5.

Bid should offer four, six and up to eight channel VHF or UHF radio link equipment, transmitters, receivers and telegraph and telephone channeling equipment. One H.F. transmitter, 3-28Mhz, 10kw and 17 SSB/ISB radio telephone/telegraph receivers should also be offered.

Copies of the tender announcement and specifications are available from the Embassy of the Union of Burma, 2300 S St. N.W., Washington, D.C. 20008 or on a short-term loan basis to firms located in the U.S. from the Communications and Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823).

Turkey wants bids on NATO mobile communications items

The Turkish Ministry of National Defense NATO Infrastructure Department Paris Caddesi No. 52 Kdavaklidere, Ankara, requests application by Oct. 23 for a bid on mobile communications equipment at an estimated cost of approximately 1.2 million British Pounds. Documents to be submitted by applicants for preselection include NATO security clearance, date, and number, bank reference letter, local Chamber of Commerce or Industry Certificate, pertinent literature on equipment offered, and documents indicating qualification and experience.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms may contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

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Calendar *for international traders*

ATLANTA—Oct. 21—Fifth of seven consecutive Tuesday Export Workshops, Business Administration Bldg., Georgia State University, 6:30-9 p.m. Sponsors: Commerce Field Office, International Trade Assn. of Atlanta in cooperation with Georgia State University.

BALTIMORE—Oct. 22—Third of six consecutive Wednesday International Marketing Workshops, University of Baltimore, 7-9 p.m. Sponsors: Commerce Field Office, Maryland Port Authority and REEC in cooperation with University of Baltimore.

BOSTON—Oct. 23—Trade Fair and Trade Center Participation Workshop, 505 JFK Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

BRIDGEPORT, CONN.—Oct. 22—Export Workshop, The State National Bank of Connecticut, 9:30 a.m. Sponsors: Commerce Field Office, The State National Bank of Connecticut.

CEDAR RAPIDS, IA.—Oct. 21—International Trade Meeting, Roosevelt Hotel, social period 6 p.m., dinner 7 p.m. Speaker: William Redemann, president, International Associates, Milwaukee. Sponsor: International Trade Bureau of the Cedar Rapids Chamber of Commerce.

CHICAGO—Oct. 20—Principles and Techniques of Exporting, 1848 LaSalle Bank Bldg., 6-8 p.m. Sponsor: International Trade Club of Chicago.

CHICAGO — Oct. 20-21 — Businessmen's Consultation, **Donald C. Ide, commercial attache, transferring from Beirut to Hong Kong.** Sponsor: Commerce Field Office.

CHICAGO—Oct. 21—Special Interest Seminar, "Selection of Overseas Agents and Distributors," La Salle Hotel, 2-4 p.m. Sponsor: International Trade Club of Chicago.

CINCINNATI—Oct. 22—State Dinner of Japanese Governors' Conference, Sheraton-Gibson Hotel, reception 6 p.m., dinner 7 p.m. Speaker: U. Alexis Johnson, Under Secretary of State and former Ambassador to Japan. Sponsor: World Trade Club of the Greater Cincinnati Chamber of Commerce.

CLEVELAND—Oct. 22—Basic Export Workshop. Sponsor: Commerce Field Office.

DAYTON, O.—Oct. 23—Export Workshop, Dayton Area Chamber of Commerce, Sheraton-Dayton Hotel, 10 a.m.-12 noon. Sponsors: Commerce Field Office, Dayton World Trade Committee.

DETROIT—Oct. 21—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

FORT SMITH, ARK.—Oct. 21—Export Workshop, Town & Country Restaurant. Sponsors: Commerce Field Office, REEC.

INDIANAPOLIS—Oct. 21—Second of ten consecutive Tuesday International Trade Seminars, Purdue University, 8-10 p.m. Sponsors: Commerce Field Office, Indiana Chamber of Commerce, World Trade Club of Indiana, Purdue University, Indiana University.

KANSAS CITY—Oct. 23—Seminar for Exporters, "All Export Systems Are Go," Muehlebach Hotel, 8:30 a.m.-3 p.m. Sponsors: Commerce Field Office, REEC, SBA, Trans World Airlines.

MEMPHIS—Oct. 21—Memphis World Trade Club, Sheraton-Peabody Hotel, "Port of New Orleans Night."

MIAMI—Oct. 22—Export Financing and Credit Guarantees, 821 City National Bank Bldg., 10 a.m. Sponsors: Commerce Field Office, REEC.

NEW YORK—Oct. 21—International Trade Seminar, Belmont Plaza Hotel. Sponsors: Commerce Field Office, Purchasing Management Assn.

NEW YORK—Oct. 22—International Trade Roundtable Workshop, National Bank of North America. Sponsors: Commerce Field Office, National Bank of North America.

PHILADELPHIA—Oct. 22—Monthly Dinner Meeting of Foreign Traders Association of Philadelphia, Inc., Sheraton Hotel, 6 p.m. Speaker: Frederick Heldring, senior vice president, Philadelphia National Bank, "The Dollar: Strong or Weak Currency."

PHILADELPHIA—Oct. 24—FCIB International Round Table Conference on Foreign Finance, Credit, Collection and Exchange Problems. Held in conjunction with 10th Eastern Division Credit Conference of the National Assn. of Credit Management, Bellvue Stratford Hotel. Moderator: Robert P. Feeser, vice president-international banking, The First Pennsylvania Banking & Trust Co.

PITTSBURGH—Oct. 21—In-Office Export Workshop, 2201 Federal Bldg., 2 p.m. Sponsor: Commerce Field Office.

PITTSBURGH—Oct. 24—World Trade Council Luncheon, William Penn Hotel, 12 noon. Speaker: **Lawrence A. Fox, Deputy Assistant Secretary for International Trade Policy, U.S. Department of Commerce.** Sponsor: Greater Pittsburgh Chamber of Commerce.

RICHMOND—Oct. 22-24—21st Annual Virginia Conference on World Trade, "Profits Through International Trade," Hotel John Marshall. Sponsor: Virginia State Chamber of Commerce and others.

ST. LOUIS—Oct. 21—"Show You" Export Workshop on Documentation, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, World Trade Club, Chamber of Commerce.

ST. LOUIS—Oct. 23—Monthly World Trade Club Dinner Meeting, Bel Air East Motor Hotel, 6 p.m.

SILOAM SPRINGS, ARK.—Oct. 22—Export Workshop, John Brown University. Sponsors: Commerce Field Office, REEC.

SYRACUSE, N.Y.—Oct. 22—Tri-City Dinner Meeting of the World Trade Clubs of Central New York State (Syracuse, Rochester and Buffalo), Syracuse Country House, 6 p.m.

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